

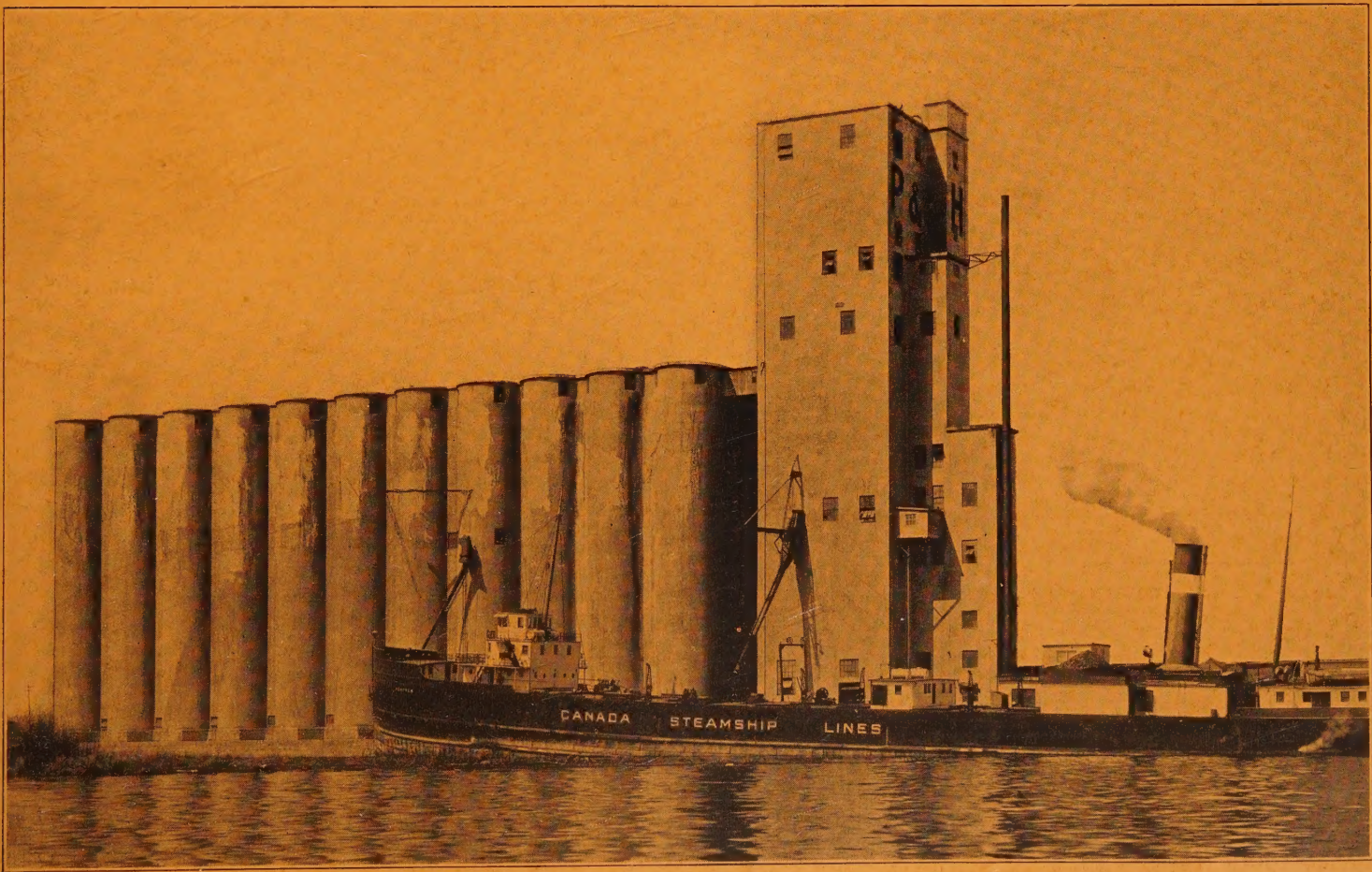
# GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.

## In This Number:

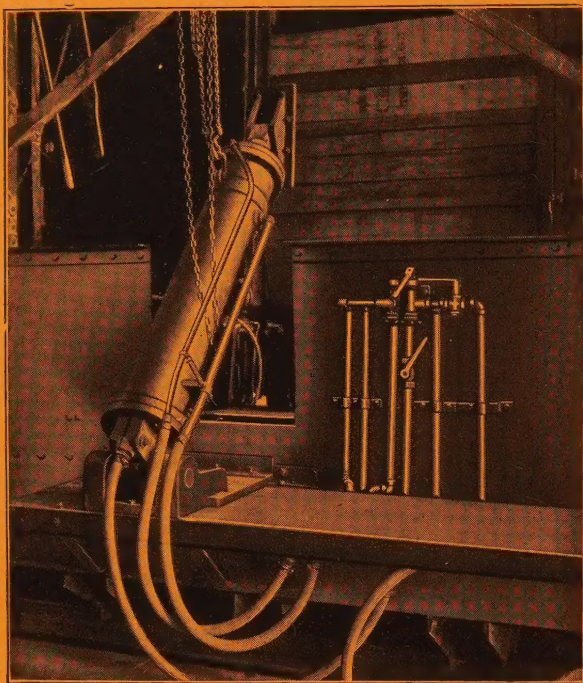
The Feed Industry; Its Probable Future  
Liability of Receiver of Mortgaged Grain  
Setting Up the Office Stove  
Perversion or Extension of the Constitution  
Chicago Public Elevator Com'ite Active  
Beet Pool Loses Suit  
Recovery of Freight Charges Barred After  
Three Years

Independence for Feed Distributors Ass'n  
Grain Not Damaged by Drying  
Brotherhood and Business  
Complaints of American Barley  
Weights at Point of Origin  
Failure to Receive Confirmation of Change in  
Shipment  
To Broaden the Chicago Future Market



Parrish & Heimbecker's Enlarged Elevator at Port Arthur, Ont.

# Why Break Grain Doors?



PETERSON Grain Door Remover  
(Mfg. Under License)

WITH a steady push, this powerful tool removes grain doors in two minutes. No chopping, no breakage, no delay. Air does the work when you use the

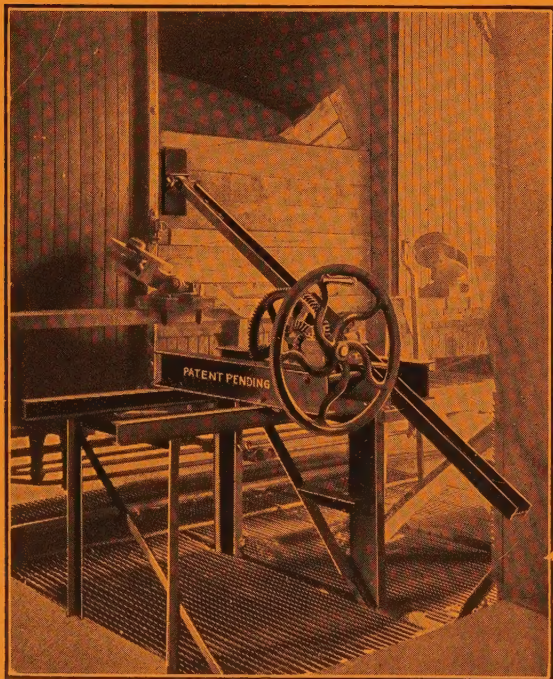
## Peterson *Pneumatic* Grain Door Remover

With 100 lbs. air pressure, the Peterson exerts 6,000 lbs. pressure on the door, ample to remove an entire section. Surplus air handy for cleaning, signalling, etc.

## Pank Grain Door Remover

a simple, hand-operated tool. Turning the fly-wheel develops a powerful leverage with enough pressure to easily open any door or entire section. Installed in either new or old elevators.

Write for our special catalog on these dependable, money-earning grain door removers.



PANK Grain Door Remover

## Increase Your Elevator Capacity 20 Per Cent With Superior D.P. Cups



They hold more, are placed closer on belt, discharge perfectly. Nothing to change but the cups. We carry full stocks.

## Strong-Scott Car Door Bar

Absolutely guaranteed to close any car door. Saves time and money. Made of high carbon tool steel. Weight 6¾ lbs. Price \$2.50 F. O. B. Minneapolis.

Closes Tight Car Doors

Order yours now!



*Everything for Every Mill and Elevator*

**The Strong-Scott Mfg Co.**

Minneapolis Minn.

Great Falls Mont.

In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

### AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.\*  
Beasley Grain Co., J. N., grain and seeds.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Great West Mill & Elevator Co., millers, grain dhrs.\*  
Hardeman-King Co., millers and grain dealers.\*  
Henderson Grain Co., grain merchants.  
Kearns Grain & Seed Co., grain, field seeds.\*  
Panhandle Grain Corp., domestic and export grain.  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### BALTIMORE, MD.

Chamber of Commerce Members.  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*

### BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studebaker Grain & Seed Co., grain, hay, seeds.\*

### BUFFALO, N. Y.

Corn Exchange Members.  
Lewis Grain Corporation, consignments.\*  
Leeson Grain Co., Inc., consignments.\*  
McConnell Grain Corp., commission & brokerage.\*  
McKillop, Inc., J. G., consignments.\*  
Seymour-Wood Grain Co., consignments.\*  
Sunset Feed & Grain Co., Inc., feed and grain.\*

### CAIRO, ILL.

Board of Trade Members.  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Piper Grain & Mfg. Co., recvrs. & shippers.\*  
Wildner-Murrell Grain Co., track buyers grain and seeds.\*

### CHICAGO, ILL.

Board of Trade Members.  
Bailey & Co., E. W., grain commission merchants.\*  
Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Harwood Co., grain commission.  
Chicago Grain & Salvage Co., salvage grain.  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Roy, Eberhart & Harris, grain commission.\*  
Doern-Scarritt-Hannah Co., commission merchants.\*  
Dole & Co., J. H., grain and seeds.\*  
Feehery & Co., E. J., consignments, grain to arrive.\*  
Harris, Winthrop & Co., grain commission.\*  
Hoit & Co., Lowell, commission, grain and seeds.  
Hulburt, Warren & Chandler, stocks, bonds, grain, etc.\*  
Lamson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.\*  
McKenna & Strasser, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*

### CHICKASHA, OKLA.

Goldsmith Grain Co., grain merchants.\*

### CINCINNATI, O.

Board of Trade Members.  
Brown & Co., H. W., grain, hay, feeds.\*  
Cincinnati Grain & Hay Co., recvrs and shprs.\*  
Cleveland Grain & Mfg. Co., grain merchants.  
Curran Grain Co., commission.  
De Molet Grain Co., receivers-shippers.  
Early & Daniel Co., recvrs-shprs, feed mfrs.\*  
Ferguson Bros., Inc., grain, hay, feeds.  
Fitzgerald Bros. Co., recvrs-shprs hay-grain.\*  
Granger & Co., Dan B., hay, grain recvrs-shprs.\*  
Mutual Commission Co., hay and grain.  
Rumsey & Company, commission merchants.  
Scholl Grain Co., receivers and shippers.\*

### CIRCLEVILLE, OHIO.

Reid, R. P., grain and feed broker.

### CLEVELAND, O.

Grain & Hay Exchange Members.  
Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Shepherd, Clark & Co., grain, feed, buckwheat.\*

\*Members Grain Dealers National Association.

### DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*  
Dal-Tex Grain Co., stock and poultry feed.  
Doggett Grain Co., wholesale grain.\*  
Finley, W. H., wholesale grain broker.

### DANA, IND.

White, E. O., buyer of all grades salvage grain.

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Hight Elevator Co., grain merchants.\*

### DELPHOS, OHIO.

Garman Grain Co., The, transit, kiln dried corn.\*

### DENVER, COLO.

Grain Exchange Members.  
Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Farmers Union M. & E. Co., millers, grain mchts.\*  
Houlton-Connell Grain Co., wholesale grain.\*  
Kellogg Grain Co., receivers and shippers.\*  
Rocky Mountain Grain Co., export and domestic grain.\*

### DES MOINES, IA.

Board of Trade Members.  
Des Moines Elevator & Grain Co., corn and oats.\*  
Lockwood Grain, Inc., grain merchants.\*

### DETROIT, MICH.

Board of Trade Members.  
Cahnghey Co., Frank T., grain merchants, feed mfrs.\*  
Blinn, Fred W., grain dealers.\*

### DODGE CITY, KANSAS.

Board of Trade Members.  
Christopher & Co., B. C., consignments & futures.  
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.\*

### DULUTH, MINN.

Barnes-Ames Co., grain merchants.\*

### ENID, OKLAHOMA.

Grain Exchange Members.  
Enid Terminal Elevator Co., public storage.

### FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.\*

### FORT MORGAN, COLO.

Lieber Grain Co., export & mfg. wheat, coarse grain.\*

### FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
Bailey, Frank, corn, maize, oats, mill feeds.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Calaborn, H. L., mgr. J. S. Bache & Co., futures.  
Collins Grain Co., hay, grain, alfalfa meal.  
Dorsey Grain Co., strictly brokers, consignments.  
Exchange Commission Co., consignments, commission.\*  
Ft. Worth Elevators & Whg. Co., public storage.  
Gladney Grain Co., consignments.  
Kimball Milling Co., grain merchants, pub. storage.  
Ralston Purina Co. of Texas, feed.  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Simons Grain Co., J. A., Texas oats, exp. specialists.\*  
Smith-Ingraham Grain Co., domestic, srgt. consignments.  
Texas Grain & Seed Co., milo, kafir, red oats.\*  
Tillery Grain & Com. Co., export, bkg. consnments.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills "Superior Feeds."

### GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*  
Jockusch, Julius W., grain exporter.\*  
Shaw, Thomas F., export grain.\*

### GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.\*

### GREEN BAY, WISC.

Calliard Brothers, grain, hay, mill feed.

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HASTINGS, NEBR.

Howard, W. A., grain broker.

### HOUSTON, TEXAS.

Merchant Exchange Members.  
American Maid Flour Mills, mfg. gr., exporters.  
Bache & Co., J. S., stocks, bonds, all commodities.  
Green Grain Co., D. J., c/s meal.\*  
Rothschild Co., S., grain, c/s products, rice b/p.\*  
South Texas Grain Co., grain & feed.\*

### INDIANAPOLIS, IND.

Board of Trade Members.  
Bingham Grain Co., The, receivers and shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart Bros. Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Maibucher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., F. M., receivers and shippers.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANSAS CITY, MO.

Board of Trade Members.  
Bruce Bros. Grain Co., consignments.\*  
Davis Grain Co., A. C., grain commission.  
Davis-Hunt Grain Co., consignments, futures.  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Grain Co., Oliver, consignments.\*  
Ernst Davis Commission Co., consignments.\*  
Lichtig & Co., H., kafir, milo, screenings.\*  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Mid-Continent Grain Co., grain merchants.  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rocky Mountain Grain & Com. Co., consignments.\*  
Secular-Bishop Grain Co., consignments.\*  
Shannon Grain Co., consignments.\*  
Uhlmann Grain Co., grain merchants.\*  
Updike Grain Corp., consignments.\*  
Vanderslice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
Wyandotte Elevator Co., grain merchants.\*

### LANSING, MICH.

Chatterton & Son, Michigan grain, hay, beans.\*  
Ryon Grain Co., grain, beans, produce.\*

### LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.\*

### LINCOLN, NEB.

Paul, J. M., Grain broker.\*

### LITTLE ROCK, ARK.

Grain Exchange Members.  
Eggleston Co., brokers-handlers grain and hay.  
Farmer Co., E. L., brokers, grain and mill feed.\*  
Forbeck Bkg. Co., Geo. E., grain feed ingredients.  
Satterwhite Bkg. Co., grain, feedstuffs, grain products.\*

### LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Grain Co., recvrs., shippers of grain.  
Kentucky Public Elevator Co., storers and shippers.\*  
Thomson Elevator Co., grain dealers.  
Zorn & Co., S., receivers and shippers.\*

### MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.

### MEMPHIS, TENN.

Merchants Exchange Members.  
Anderson, Embrey E., grain merchants.\*  
Buxton, E. E., broker and commission merchant.\*

### MILWAUKEE, WIS.

Chamber of Commerce Members.  
Froedtert Grain & Maltng Co., recvrs. and shippers.\*  
Kamm Co., P. C., grain shippers.\*  
Rankin & Co., M. G., all feeds for mixing.

### MINNEAPOLIS, MINN.

Chamber of Commerce Members.  
Archer-Daniels-Midland Co., grain dept.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.  
Hiawatha Grain Co., screenings.\*  
McCaull-Dinsmore Co., grain merchants.\*  
McGuire Company, Arthur, shprs. b'wheat, m'oats.  
Scroggins Grain Co., grain merchants.\*  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seidl, shippers grain and feed.\*

(Continued on next page.)

# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## NEW YORK CITY

Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.\*

## NORTH PLATTE, NEBR.

Leypoldt Co., D. M., whse. shprs. hay, seeds, gr. broks.

## OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Cowan Grain Co., grain, mill feed, seeds, hay.\*  
Hardeman-King Co., millers, grain dealers.\*  
Marshall-Masters Grain Co., gr., seeds, mill feeds, hay.  
Mid-State Grain Co., The, grain & feed mchts.  
Winters Grain Co., grain merchants.

## OMAHA, NEBR.

Grain Exchange Members.

Butler-Welsh Grain Co., milling wheat and corn.\*  
Crowell Elevator Co., receivers, shippers.\*  
Lucke-Gibbs Grain Co., consignments.\*  
Scouler-Bishop Grain Co., wheat, corn, oats.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Updike Grain Co., milling wheat.\*

## PEORIA, ILL.

Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

\*Members Grain Dealers National Association.

## PHILADELPHIA, PA.

Commercial Exchange Members.

Markley, P. R., grain broker.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*  
Tidewater Grain Co., recvrs., shprs., exporters.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Sam'l, receivers and shippers.\*

## POCATELLO, IDAHO

Northern Grain Whse. & Mktg. Co., grain merchants.

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

Grain Exchange Members.

Gordon Grain Co., grain commission.\*

## SALINA, KAN.

Branson Co., Ted, wheat, corn, oats, kafir, hay.\*

## SAN ANTONIO, TEX.

King, Douglas W., carlot distrbr., hay, grain, seeds.\*

## SPOKANE, WASH.

Boyd-Conlee Co., specialize in soft wheats.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Geo. C. Martin Co., grain commission.\*  
Morton & Co., grain commission.\*

## ST. LOUIS, MO. (Continued).

Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*  
Schwarz Grain Co., receivers and shippers.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.  
Custenbolder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIoux CITY, IA.

Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.\*

## TOLEDO, O.

Produce Exchange Members.

DeVore & Co., H. W., consignments and futures.\*  
C. A. King & Co., The, grain, seeds, cash, futures.\*  
Southworth & Co., grain and seeds.\*  
Wickenhisler & Co., John, grain receivers, shippers.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## VAN WERT, OHIO.

Van Wert Grain Co., mixing, mlg. in transit.

## WATERLOO, IOWA.

Waterloo Brokerage Co., brokers—grain & mill feed.\*

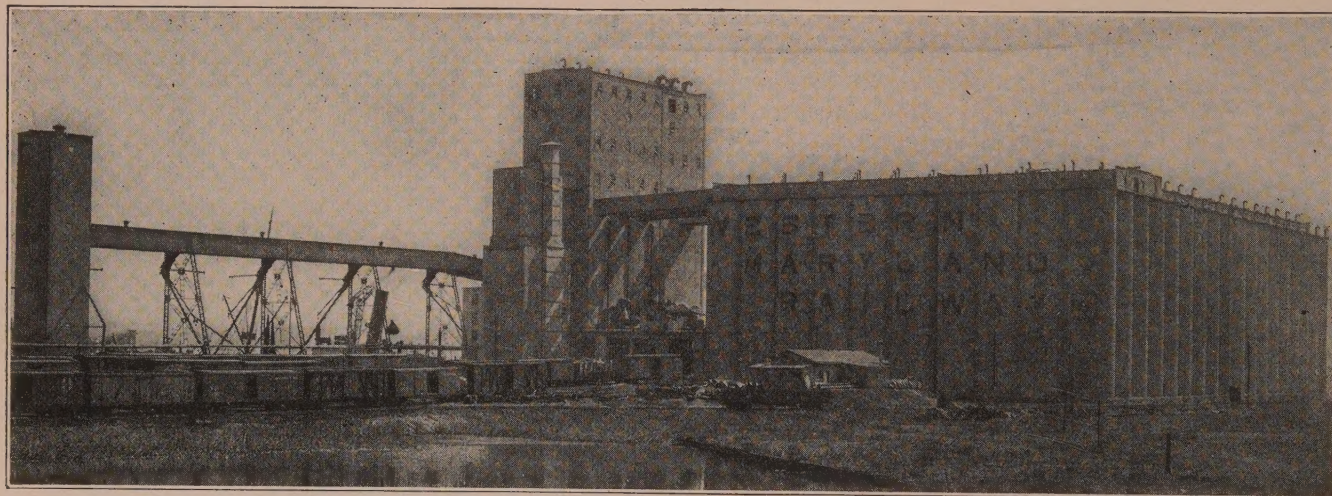
## WICHITA, KANS.

Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.\*  
Baker Grain Co., The A. F., wheat, corn, oats, kafir.\*  
Blood Grain Co., I. H., receivers and shippers.\*  
Kelly Grain Co., Edw., mlg. wheat a specialty.  
Smith-McLinden Grain Co., wheat, corn, oats, kafir.  
Wallingford Grain Co., field seeds, kafir, mlo.\*  
Wichita Terminal Elvtr. Co., general elvtr. business.\*

## WINCHESTER, IND.

Goodrich Bros. Hay & Grain Co., whls. gr. and seeds.\*



## Western Maryland Railway Co., Elevator, Baltimore, Md.

4,000,000 bushels storage

Service—Speedy and Satisfactory as always

J. A. Peterson, Manager

Produce Exchange  
Members

# TOLEDO

Produce Exchange  
Members

## JOHN WICKENHISER & CO.

Wholesale Grain Dealers  
TOLEDO, OHIO

We make track bids and quote delivered prices. Solicit Consignments of Grain and Clover Seed. Members Toledo Produce Exchange and Chicago Board of Trade.

## The C. A. KING & CO.

Grain Seeds  
Cash Futures

"Ring King"

Reliable Service on  
Consignments & Futures

Since 1887

H. W. De Vore & Co.  
Toledo, Ohio

## SOUTHWORTH & CO.

Grain, Seed, Cotton  
Southworth's Weekly Review  
FREE to all within our business range

Herewith my check, please excuse oversight. Thanks for taking care of me. I surely appreciate the Grain Dealers Journal.—L. V. O'Neill, Bakersfield, Cal.

# CINCINNATI

Favorably Located  
For Your Grain and Hay

*We Solicit Your Business:*

**Currus Grain Co.,**  
*Commission.*

**De Molet Grain Co.,**  
*Receivers and Shippers—Grain and Hay.*

**The Early & Daniel Co.,**  
*Receivers, Shippers, Mfrs., Tuxedo Feeds.*

**Ferger Bros., Inc.,**  
*Grain, Hay and Feeds.*

**The Fitzgerald Bros. Co.,**  
*Receivers and Shippers Grain and Hay.*

**Granger & Co., Dan B.,**  
*Receivers, Shippers, Grain, Hay.*

**The Mutual Commission Co.,**  
*Hay and Grain.*

**Rumsey & Company,**  
*Commission Merchants.*

**The Scholl Grain Co.,**  
*Receivers and Shippers.*

**Henry W. Brown & Co.,**  
*Grain, Hay and Feeds.*

**The Cincinnati Grain & Hay Co.,**  
*Receivers and Shippers of Grain, Hay and Feed.*

**The Cleveland Grain & Milling Co.,**  
*Grain Merchants.*

*Members Cincinnati Board of Trade*

Board of Trade  
Members

## PEORIA

Board of Trade  
Members

**P. B. and C. C. Miles**  
Established - 1875  
Incorporated - 1910

Peoria, Illinois  
Handling Grain on Commission Our Specialty

**Turner-Hudnut Company**  
Receivers **GRAIN** Shippers  
42-47 Board of Trade

**Rumsey, Moore & Co.**  
*Solicits Your Consignments*  
Board of Trade Peoria, Ill.

**W. W. DEWEY & SONS**  
**COMMISSION MERCHANTS**  
33-35 Board of Trade PEORIA, ILL.

There is no better time to advertise than the present. Better start before your competitor Writethe JOURNAL today.

Corn Exchange  
Members

## BUFFALO

Corn Exchange  
Members

**McConnell Grain Corporation**  
Strictly Commission and Brokerage  
Buffalo, N. Y.

"All Your Needs in Grain and Feeds"  
**SUNSET FEED AND GRAIN CO. Inc.**  
Chamber of Commerce :- Buffalo, N. Y.  
CONSIGNMENTS SOLICITED

*Send your consignments to*  
**Seymour-Wood Grain Co.**  
BUFFALO, N. Y.

**LEESON GRAIN CO., INC.**  
Buffalo, N. Y.  
Returns within 24 hours after grain is unloaded  
**We Solicit Your Consignments**

**J. G. McKILLEN, INC.**  
RECEIVERS  
Consignments a Specialty  
BUFFALO NEW YORK

Board of Trade  
Members

## DES MOINES

Board of Trade  
Members

**Des Moines Elevator & Grain Co.**  
DES MOINES, IOWA  
Terminal and 12 country stations. Capacity 1,000,000 bushels  
We specialize in Oats and High Grade Corn  
Oats sacked for Southern Trade.

**LOCKWOOD GRAIN, Inc.**  
Des Moines, Iowa  
We Buy and Sell  
**CORN and OATS**

Board of Trade  
Members**CHICAGO**Board of Trade  
Members

Special Wire and Salesman Service

**LAMSON BROS. & CO.**

166 W. Jackson Blvd. Chicago, Ill.

**WHEAT, CORN  
OATS, RYE  
BARLEY, SEED****James E. Bennett**GRAIN  
PROVNS  
SUGAR**& Co.**STOCKS  
BONDS  
RUBBERMEMBERS  
CHICAGO BOARD OF TRADE  
AND ALL PRINCIPAL EXCHANGES  
— PRIVATE WIRES —*Ask for Bids***WHEAT, CORN, OATS,  
RYE, BARLEY, SEEDS****CONSIGNMENTS**and orders in Futures Solicited and  
properly cared for in all Leading MarketsST. LOUIS KANSAS CITY  
Merchants Exchange Board of TradeINDIANAPOLIS  
717 Board of TradePEORIA CAIRO  
11 Board of Trade 403 Board of Trade  
332 So. LaSalle St. Chicago**JOHN E. BRENNAN & CO.** GRAIN and SEEDS  
COMMISSION MERCHANTS CHICAGO**Harris, Winthrop & Co.**11 Wall Street, New York  
The Rookery, Chicago**GRAIN COMMISSION**

Members of Principal Exchanges

**LOGAN & BRYAN**4th FLOOR, BANKERS BLDG., CHICAGO  
Branch Office, Congress Hotel**BROKERS**Stocks, Bonds, Cotton, Grain, Copper  
Sugar, Cotton Seed Oil, Provisions  
Private Wires Atlantic to Pacific**RUMSEY & COMPANY**

COMMISSION MERCHANTS

Board of Trade

Chicago, Illinois

*For Best Results Ship Your Grain and Seeds to***J. H. DOLE & COMPANY**

RECEIVERS AND COMMISSION MERCHANTS

327 South La Salle Street

CHICAGO, ILL.

**BARTLETT FRAZIER Co.** GRAIN MERCHANTS  
F. C. Austin Bldg.  
CHICAGO*We want your business not later  
—but today*Especially Consignments  
GRAINS ALL WAYS**McKENNA & STRASSER**

60 Board of Trade, Chicago

**Clement Curtis & Co.**

The Rookery Bldg., Chicago

Members of all principal Exchanges.  
Private wire service to all leading cities  
in this country.*Established Over Forty Years***Hulburd, Warren & Chandler**

208 S. La Salle St., Chicago

Stocks Bonds Grain Cotton

**CHICAGO GRAIN & SALVAGE CO.**  
Dealers in**Salvage Grain**

Grain, Feeds, Etc.

WRITE OR WIRE  
1911 N. Laramie Street

Chicago

**E. W. BAILEY & CO.**

72 Board of Trade, CHICAGO

**Commission Merchants**Receivers and Shippers of  
GRAIN, SEEDS, PROVISIONSI have read the Grain Dealers Journal  
for about 25 years. Not so bad. I would  
miss being without it.—Fred Kalmbach,  
North Baltimore, O.**BARLEY WANTED****Two Rowed and Heavy White***Send Samples**Also Send Samples Buckwheat***The Quaker Oats Company**

Grain Department

Chicago, Illinois

**Stratton Grain Company**

Grain Merchants

Continental Bank Building  
Chicago, Ill.

Board of Trade  
Members

## CHICAGO

Board of Trade  
Members

**Cross, Roy, Eberhart & Harris**  
Incorporated  
Postal Telegraph Building, Chicago  
**GRAIN COMMISSION**  
*We Specialize in Hedging and Spreading Operations  
Between Terminal Grain Markets*

## DOERN-SCARRITT-HANNAH CO.

Formerly POPE & ECKHARDT CO.  
COMMISSION MERCHANTS

111 W. Jackson Street

Consignment and your offers of Grain To  
Arrive will always receive close attention.

**PHILIP H. SCHIFFLIN & CO.**  
**Grain Commission**  
49 Board of Trade CHICAGO

**J. C. SHAFFER GRAIN CO.**  
*Grain Merchants*  
111 W. Jackson Boulevard  
Chicago, Ill.

**CARHART CODE HARWOOD CO.**  
**Grain Commission**  
Board of Trade CHICAGO

Board of Trade  
Members

## KANSAS CITY

Board of Trade  
Members

## DAVIS-NOLAND-MERRILL GRAIN CO.

Board of Trade  
Kansas City, Mo.

Operating

**SANTA FE ELEVATOR "A"**  
6 000,000 Bushels

Modern Fireproof Storage



*Ask for our bids on Wheat, Corn, Oats, Rye and Barley for ship-  
ment to Kansas City and the Gulf—Special Bin Storage Fur-  
nished at Regular Storage Rates.*

## UHLMANN GRAIN CO.

Board of Trade - - Kansas City  
87 Board of Trade - - Chicago  
N. P. Anderson Bldg. - Fort Worth, Tex.  
Produce Exchange - New York City  
Operators of Katy Elevator, 2,300,000  
bushels capacity, at Kansas City

## WOLCOTT & LINCOLN

Incorporated  
Operating Alton Elevator  
**CONSIGNMENTS**

Future orders executed in all markets  
1407-10 Board of Trade, Kansas City

Hutchinson, Kans. Salina, Kans.  
Wichita, Kans. Pratt, Kans.

WHEAT  
and  
OATS

## NORRIS GRAIN CO.

Norris Elevator—Murray Elevator

CORN  
and  
BARLEY

## CONSIGN

ERNST-DAVIS COM. CO.  
Kansas City

## A. C. DAVIS GRAIN CO.

Grain Commission

Mill Orders a Specialty

Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A



## SHANNON GRAIN COMPANY

**CONSIGNMENTS**

1124 Board of Trade KANSAS CITY, MO.

Figure the amount of advertising  
carried—Can you doubt our ability to **Produce Results**

Grain Exchange  
Members

## OMAHA

Grain Exchange  
Members

Corn—Wheat—Natural and Sulphured Oats and Barley  
RECEIVERS and SHIPPERS

## UPDIKE GRAIN CORPORATION

Elevator Capacity 4,600,000 Bushels  
CHICAGO—KANSAS CITY OMAHA DES MOINES—SIOUX FALLS—LINCOLN

## CROWELL ELEVATOR COMPANY

RECEIVERS and SHIPPERS  
**GRAIN**

Consignments Solicited

## VINCENT GRAIN CO.

OMAHA, NEBRASKA

Merchants of hard and  
soft winter wheat;  
ask for samples.

I have read the Grain Dealers Journal  
since 1901 and certainly would continue  
to read it if I were not out of the grain  
business.—J. K. McGonagle, Washta, Iowa.

# DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

**Houlton Connell Grain Co.**

*Wholesale Grain.  
Get in touch with us.*

**Kellogg Grain Co.**

*Receivers shippers of all kinds of grain.*

**The Conley-Ross Grain Co.**

*Wholesale Grain.*

**Farmers Union Mlg. & Elev. Co.**

*Wholesale Grain and Feed.  
38th and Wynkoop Sts.*

**The Ady & Crowe Mercantile Co.**

*Grain, Hay, Beans.*

**Rocky Mountain Grain Co.**

*Grain Merchants—Export and Domestic.*

**Note:**—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Chamber of Commerce  
Members

## MINNEAPOLIS

Chamber of Commerce  
Members

**McCaull-Dinsmore Co.**

*Grain Merchants*

Minneapolis

Duluth

**CEREAL GRADING COMPANY**

CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.

## GRAIN

We Buy, Sell, Store and Ship all Kinds of Grain, Choice  
Milling Wheat and Rye Selected by Expert Buyers.  
Own and Operate Elevator "L"

Say you saw it in the

**Journal**

When you write our advertisers  
Thanks

**HALLET & CAREY CO.**

*Grain Merchants*

Minneapolis

Duluth

Winnipeg

**Fraser-Smith Co.**

*GRAIN*

Minneapolis

- Milwaukee

Cedar Rapids

Merchants Exchange  
Members

## ST. LOUIS

Merchants Exchange  
Members

**PICKER & BEARDSLEY COMMISSION CO.**

*"THE CONSIGNMENT HOUSE OF ST. LOUIS"*

**GRAIN, HAY, GRASS SEEDS, KAFIR, MILO**

125 MERCHANTS EXCHANGE BLDG.

ST. LOUIS, MO.

**Nanson Commission Co. GRAIN, HAY and SEEDS**

202 Merchants Exchange Bldg., ST. LOUIS, MO.

**LANGENBERG BROS. GRAIN CO.**

Established 1877

St. Louis

New Orleans

## CIPHER CODES

We carry the following cipher codes in stock and can make prompt shipment.

Universal Grain Code, board cover...\$1.50  
Universal Grain Code, flexible leather 2.50  
Robinson's Cipher Code, leather..... 2.50  
Miller's Code (1917), cloth..... 2.00  
Cross Telegraphic Cipher (9th edition) 3.50  
A. B. C. Code, 5th Ed., with sup....20.00  
Baltimore, Export Cable Code.....15.00  
Bentley's Complete Phrase Code.....15.00  
Riverside Flour, Improved (6th Ed.)..12.50  
Calpack Code (1923).....10.00

All prices are f. o. b. Chicago.

**GRAIN DEALERS JOURNAL**  
309 So. La Salle St. Chicago, Ill.

Use Universal Grain Code  
and Reduce Your Telegraph Tolls

## RECEIVERS, SHIPPERS AND BROKERS

Kaffir, Milo Maize, Corn  
Country Run Milling Wheat  
**Stevens-Scott Grain Co.**  
W-K-H Bldg. Wichita, Kans.

**E. A. Grubbs Grain Co.**  
Milling Wheat Corn Oats  
Wire for Prices  
Greenville - Ohio

**E. H. BEER & CO., INC.**  
Successors to  
Chas. England & Co., Inc.  
**GRAIN—HAY—SEEDS**  
Commission Merchants  
108-210 Chamber of Commerce, Baltimore

## GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS  
ST. JOSEPH, MO

**Barnes-Ames Co.**  
**GRAIN MERCHANTS**  
Duluth New York

**WE BUY**  
**Grain & Seed Screenings**  
Bag lots or car lots. Send samples.  
**GEORGE W. YOUNG CO.**  
327 So. La Salle St., Chicago

Send Your Offerings to  
**The Abel-Whitman Co., Inc.**  
Grain — Feed — Brokerage  
511 Produce Exchange, New York, N.Y.

## Clark's Car Load Grain Tables

Eighth edition, revised and enlarged, shows the following range of reductions of pounds to bushels by fifty pound breaks.

20,000	to 107,950 lbs.	to bushels of 32 lbs.
20,000	" 74,950 "	" " " 34 "
20,000	" 96,950 "	" " " 48 "
20,000	" 118,950 "	" " " 56 "
20,000	" 118,950 "	" " " 60 "

Pounds in red ink; bushels in black. Linen ledger paper reinforced, bound in flexible karatol with marginal index. Price \$2.50, weight 6 ozs.

**GRAIN DEALERS JOURNAL**  
309 So. La Salle Street CHICAGO, ILL.

Every time you mention the  
**GRAIN DEALERS JOURNAL**  
to an advertiser, you  
help to make it bigger and better.

We want to supply you Corn  
Wire us—Write us  
**Ted Branson Co.**  
Member Grain Dealers National Association  
SALINA KANS.

## Christmas Greeting Cards

Keep up the Christmas Spirit with a message of cheerfulness, do it with holiday greeting cards.

**FREE**

A complete set of samples, Business or Personal greeting cards, or both, with price list, will be mailed promptly for your inspection.

*We specialize in Engraved Business Announcements.*

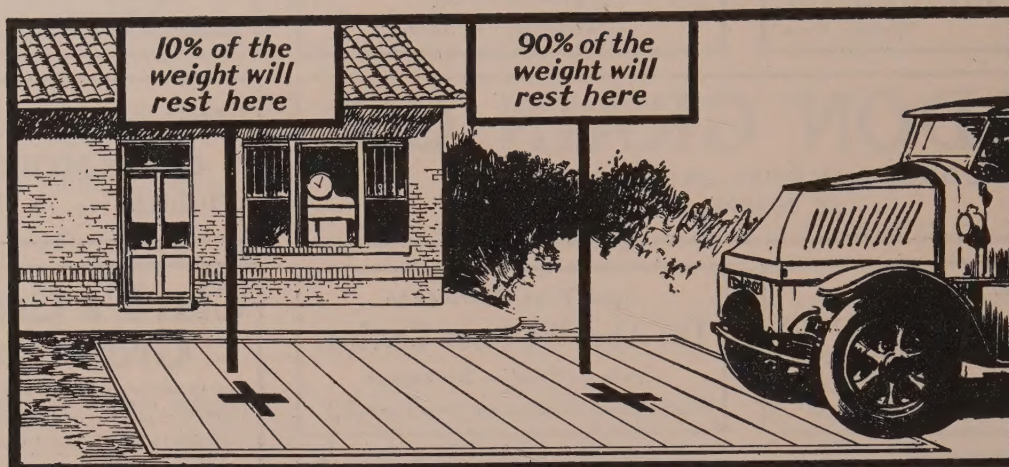
## AMERICAN EMBOSSING COMPANY

193-195 SENECA STREET

BUFFALO, N. Y.

**Everytime** you mention the Grain Dealers Journal to an advertiser, you encourage him to make good on his advertised claims.

# Yet a type "S" will weigh it accurately



## A design proved on railroads now applied to Truck Weighing

Weighing freight cars on the track used to be the toughest weighing problem a scale maker had to solve. For freight cars presented their loads to the scale platform on a small area, the area of the trucks only—and the car rolling on the scales delivered an impact which made it difficult to maintain accuracy.

But Fairbanks solved it with the Type "S" Track Scale—the standard of accurate weighing on railroads for years.

The same principle of design is incorporated in the Fairbanks Type "S" Truck Scale. Trucks start and stop on the scale under their own power—yet it makes no difference to this scale. Smashing impacts from trucks going on and off the platform cannot impair its accuracy.

When you invest in a truck scale you cannot afford to overlook the features of the Type "S" which give continued accuracy through years of service.

FAIRBANKS, MORSE & CO., Chicago

And 40 principal cities—a service station at each house

# Fairbanks Scales

Preferred the



World Over

ASA 301.34

Nothing is  
apt to cost  
so much as  
a bearing  
that cost  
so little

You men who plan, build, use or pay for machines of any kind, remember this: It costs more to replace a poor bearing than to buy the best one that SKF ever produced. AND SKF ANTI-FRICTION BEARINGS ARE THE HIGHEST PRICED IN THE WORLD.



ANOTHER APPLICATION OF **SKF** BEARINGS  
IN THE GRAIN INDUSTRY BY

## The Grenola Mill & Elevator Co.



### *18-year-old Engine Handles Same Machinery with More Ease than when a Yearling through **SKF** Installation*

MORE and more, the benefits derived from SKF Ball Bearings on drive shafts and other equipment in grain elevators is being recognized, not only for new installations but also changeovers in existing plants. And the reasons why are best expressed by actual users. This enthusiastic letter from Mr. J. R. Demmitt, manager of The Grenola Mill & Elevator Company, Grenola, Kansas, speaks for itself:

"Last fall we equipped the upper and lower drive shafts with three bearings each and each head with two, making ten SKF Bearings installed.

"We have gotten two direct effects from this installation which are very pleasing to us. First—the belts do not need to be re-laced as often as formerly and they also stay on the pulleys much better. Second—they have reduced the load our engine had to pull very much, enough so that our eighteen-year-old engine handles the same machinery with more ease than it did when only a yearling. These two items will repay us for installing. The decrease in time for oiling up and the decrease in fire hazard is all velvet to us."

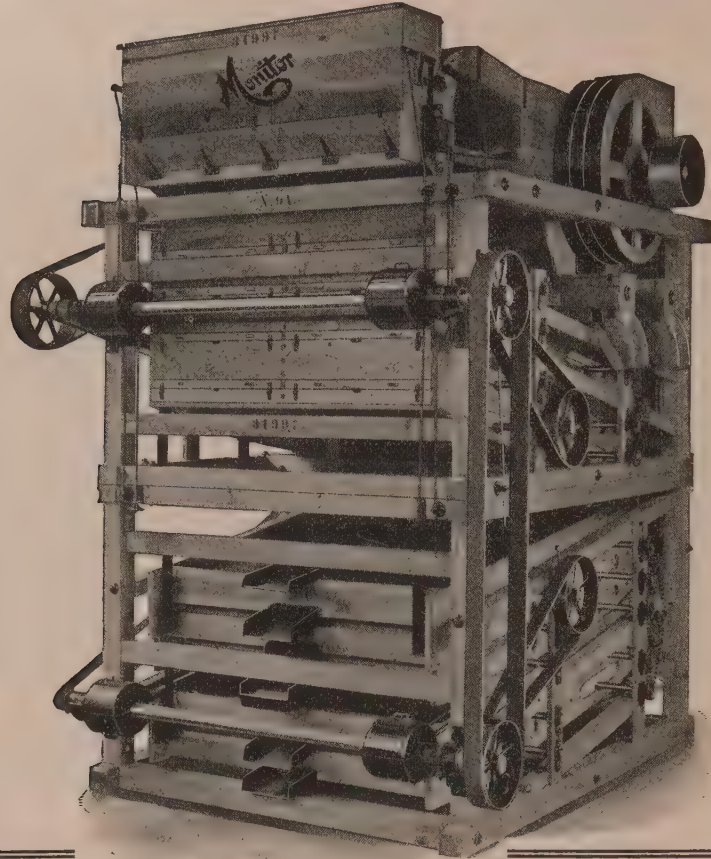
**SKF INDUSTRIES, INCORPORATED**  
40 East 34th Street, New York, N. Y.

2130

# SKF

THE HIGHEST PRICED BEARINGS  
IN THE WORLD

**Monitor** LOCATION • new  
**FACTORY** • modern  
**EQUIPMENT** • complete } Prompt Deliveries a Speciality



## Where Grain Is Cleaned

Screenings are made. The word "Screenings" is broad. It may mean just refuse or again (and this is often the case) it may mean a mixture of various things, of no value when so mixed but of real marketable value when separated. Screenings many times carry cracked wheat, oats, mustard, wild buckwheat, flaxseed and other items of value.

**A MONITOR** Screenings machine will take such a mixture and separate each item into a commodity of good value. You may as well profit by this as to pass it on to the other fellow, who buys your screenings and makes the separation, to his own profit.

Write us and send us a sample of your screenings for separation and return.

## Huntley Manufacturing Co.

Department B

(Formerly at  
Silver Creek, N. Y.)

**BROCTON, NEW YORK**

*Our Representatives at Your Service*

**Chicago, Ill.**

A. D. McPherson,  
410 Utilities Bldg.

**Kansas City, Mo.**

F. J. Murphy, 732 Board  
of Trade

**Dayton, Ohio**

W. B. Sutton,  
337 W. Hudson Ave.

**Los Angeles, Calif.**

McKain Mfg. Co.

**High Point, N. C.**

C. T. Burton,  
603 Woodberry St.

**Portland, Ore.**

J. J. Ross Mill Furn. Co.

**Minneapolis, Minn.**

A. F. Shuler,  
222 M. & T. Bank Bldg.

**San Francisco, Calif.**

John R. Gray, Inc.,  
726 Harrison Street

**Vancouver**

Will Hill, 414 Seymour St.

**Lansdowne, Penna.**

C. Wilkinson, P. O. Box 140

**Seattle, Wash.**

J. J. Ross Mill Furn. Co.

**Rochester, N. Y.**

B. L. Brooks, Powers Hotel

**Canadian Plant**

Tillsonburg, Ontario

Wherever the Service Is Single Phase  
Select the

SCR



Type SCR, totally enclosed, fan-cooled motor for operation in dusty locations

Ask your elevator builder or electrical contractor to be sure to give you Type SCR motors for your legs, cleaners, and air compressors.

SCR motors are the simplest single-phase motors built. They have no short-circuiting switches, brush-lifting mechanisms, or other devices to go wrong.

They operate even when the voltage is low—and will not shut down your elevator on temporary voltage drops.

They keep down the power bills; they require practically no attention; and they have that absolute reliability typical of all G-E motors.

Your builder or electrical contractor will supply you with SCR motors; or they can be obtained directly from your nearest G-E office or G-E Motor Dealer.

 **Motorized Power**  
*—fitted to every need*

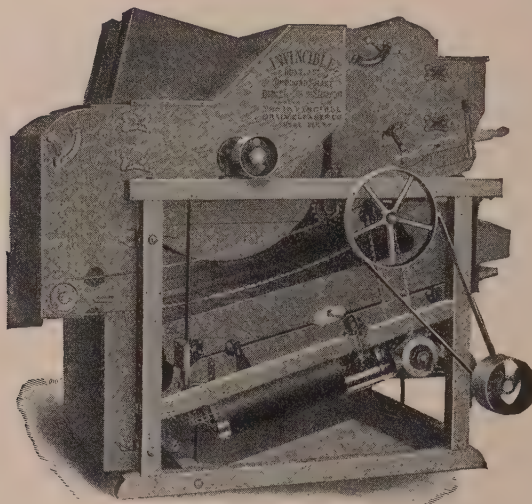
204-11

**GENERAL ELECTRIC**

GENERAL ELECTRIC COMPANY, SCHENECTADY, N. Y., SALES OFFICES IN PRINCIPAL CITIES



"Eureka"—"Invincible" Grain Cleaning Machinery



"INVINCIBLE"  
Compound Shake Double Receiving Separator

## Appreciated Refinements—

- 1--Automatic Sieve Ejectors
- 2--Quick-Detachable Conveyors
- 3--Patented Ball-Bearing Eccentrics
- 4--Centered Fans

*These are but a few of the many Superiorities*

*Correspondence Invited*

#### REPRESENTATIVES

P. A. Grotevant, 6440 Ellis Ave., Chicago, Ill.  
J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.  
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.  
Dwight Dill, 700 N. Winnetka Ave., Dallas, Texas

B. M. Estes,  
1429 Allston St.,  
Houston, Tex.

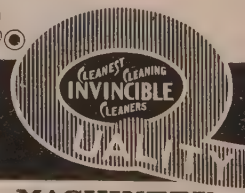
T. O. Van Nostrand, 606 W. Onondaga St., Syracuse, N. Y.  
Frank T. Rexford  
West Lebanon,  
N. H.

Geo. S. Boss, Grand Hotel, New York City  
W. M. Mentz, Sinks Grove, W. Va.  
Bert Eesley, Box 363, Fremont, O.

Special Agents: Strong-Scott Mfg. Co., Minneapolis, Minn.  
Strong-Scott Mfg. Co., Ltd., 50 Front St., E., Toronto 2, Ont. and Winnipeg, Man.

# S. HOWES CO., Inc.

## INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England

# The "Time Element" in Grain Unloading



Link-Belt Grain Car Unloaders at the Port Richmond Elevator of the Philadelphia Grain Elevator Company.

**T**HE speed at which a terminal grain elevator can dispose of the loaded incoming cars of grain, is the controlling factor in its operation.

Congestion and lack of capacity at the unloading pits, is the usual source of delay which prevents economical operation of the grain elevating and distributing machinery; incurring demurrage charges, or necessitating excessive track facilities.

Link-Belt Grain Car Unloaders furnish a maximum unloading rate, with minimum trackage, and permit operating all equipment at normal capacity. They remove grain doors without damaging or destroying them, and without delay; and permit tilting the car at such angles as to discharge the grain most rapidly and completely.

Let our engineers advise on your unloading problems—without obligation.

## LINK-BELT COMPANY

Leading Manufacturers of Elevating, Conveying, and Power Transmission Machinery and Chains

CHICAGO, 300 W. Pershing Road

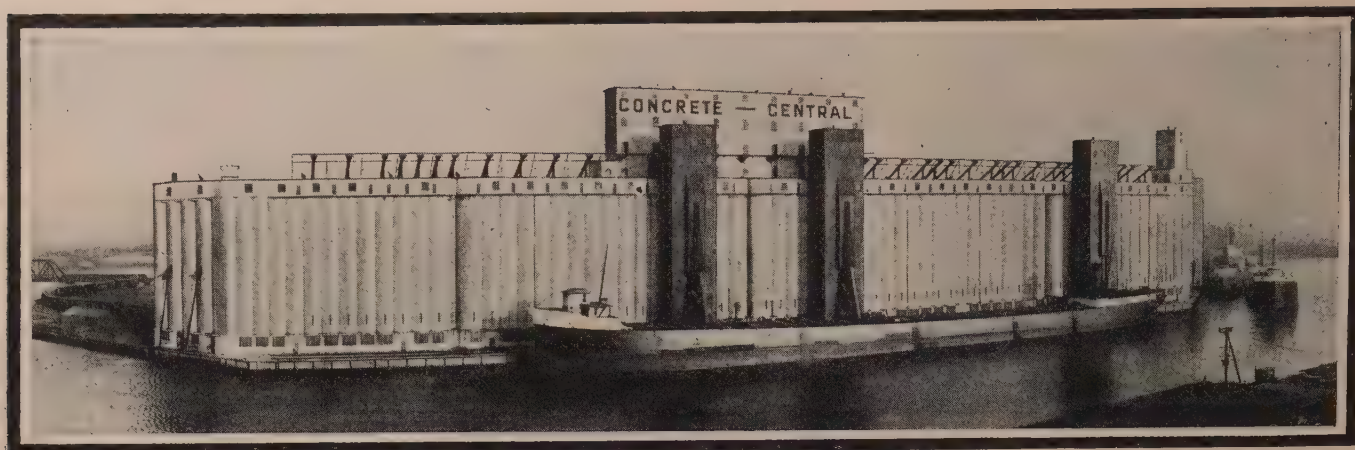
INDIANAPOLIS, 200 S. Belmont Ave.

PHILADELPHIA, 2045 W. Hunting Park Ave.

3519

# LINK-BELT

## Grain Car Unloader



*Concrete Central Elevator, Buffalo, N. Y.*

## Serving Many of the World's Largest Grain Elevators

IT has been our pleasure to furnish equipment for many of the largest grain elevators in the world. We appreciate the opportunity that has been given us to play a role in furnishing equipment such as belt conveyors, marine legs, car pullers, spouting, elevators, power transmission machinery, etc., in these modern structures, and take pride in the confidence that has permitted this association.

Webster equipment for grain elevators is ruggedly built to withstand hard usage. It is designed and made in our own factories by skilled workmen and of the best materials.

Engineers and Builders of grain elevators will therefore find it worth while to work with Webster Engineers on their grain handling problems. They will help in selecting suitable equipment to meet your particular requirements. This service is at your disposal.

### THE WEBSTER MFG. COMPANY

1856 North Kostner Ave.

CHICAGO

WEBSTER INGLIS, LIMITED, Toronto, Ont.



## Falk Herringbone Gear Speed Reducers

Transmit load and transform speed with less friction loss. Greater simplicity in obtaining desired reductions gives fewer moving parts. Fixed alignment—accurately secured—rigidly held. Precision built throughout. Produced on a standardized basis—these units are available from stock for all general requirements. Every Falk Unit is rated for continuous duty, and dependable service.

*Bulletin No. 190 on Falk Standard Speed Reducers, giving Rating Tables, Dimensions, and Specifications, sent on request.*

**THE FALK CORPORATION**  
MILWAUKEE

New York Albany Wilkes-Barre Pittsburgh Birmingham Detroit Chicago Denver San Francisco Portland Minneapolis

Canada: The William Kennedy & Sons, Ltd., Owen Sound, Ontario  
Exclusive Sales Representatives and Licensed Manufacturers under Falk Patents  
Branches: Halifax Montreal Toronto Cobalt Winnipeg Vancouver



## GRAIN ELEVATOR BUILDERS

**JAS. H. BROWN CO.**621 South 3rd Street  
CONCRETE ELEVATORS

MILLS

Minneapolis, Minn.  
WAREHOUSES

GRAIN and COAL ELEVATORS

**T. E. IBBERSON CO.**CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.**L. J. McMILLIN**

Engineer and Contractor of

**GRAIN ELEVATORS**

Any Size or Capacity

523 Board of Trade Bldg., Indianapolis, Ind.

Elevators, Mills, Warehouses

Designed, Built, Repaired

Estimates Cheerfully Furnished

**HOGENSON CONSTRUCTION CO.**  
Corn Exchange Minneapolis, Minn.**The Star Engineering  
Company**Specialists in  
Grain Elevator ConstructionOur elevators stand every test  
Appearance, Strength, Durabil-  
ity and Economy of Operation

Estimates and information promptly furnished

Wichita, Kansas

**CRAMER BUILT**elevators have won the con-  
fidence of discriminating grain  
dealers for long and economical  
service.**W. H. CRAMER  
CONSTRUCTION CO.**

North Platte, Nebr.

Plans and Specifications Furnished

ELEVATORS—FEED MILLS  
WAREHOUSES**CHALMERS & BORTON**

720 Pioneer Trust Bldg. KANSAS CITY, MO.

**This space  
is yours**

If you are the first to apply for it.

Mentioning Grain Dealers Journal is the best introduction to our advertisers

**Confirmation Blanks****Simple-Complete-Safe**

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¾".

Order Form 6 CB, Price 90 cts.

**Grain Dealers Journal**

309 S. La Salle Street

CHICAGO, ILL.

**Improved Duplicating  
Grain Tickets**

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6¾ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7½x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (250 pages) \$1.50

Form 19GT Triplicating (375 pages) 2.00

**Grain Dealers Journal**

309 So. La Salle St.

Chicago, Ill.

## GRAIN ELEVATOR BUILDERS

### New Grain Elevator!

Whether you're planning a new elevator or remodeling the old one, you should, by all means, ask The M. A. Long Company to bid. They are successful designers and builders in the grain world. Their skill in the art of sliding forms is testified to by the Baltimore & Ohio Railroad Co. and the John E. Bastien Grain Company of Chicago, etc. Write for the "Long List." Yours on request.



**The M. A. LONG Co.**  
Engineers and Constructors  
Baltimore • Chicago • Washington

### Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

**RELIANCE  
Construction Co.**  
Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

**A. F. ROBERTS  
ERECTS  
FURNISHES**

SABETHA,

Elevators  
Corn Mills  
Warehouses  
Plans  
Estimates  
Machinery

KANSAS

**Weller Metal Pdts. Co.**  
Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.  
**SHEET METAL WORK**  
Grain Elevators a Specialty

**E. H. CRAMER**  
Hampton, Nebraska  
Designer and Builder of  
Grain Elevators

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.  
**Southwestern Engineering  
Company**  
Designers and Builders  
Modern Mills, Elevators  
and Industrial Plants  
SPRINGFIELD, MO.

**HICKOK Construction Co. MINNEAPOLIS ELEVATORS**

**BIRCHARD  
Construction Co.**  
Architects and Contractors  
Grain Elevators—Mills  
B. SAMPSON Lincoln, Nebr.

**Geo. W. Quick & Sons**  
Tiskilwa, - - - Illinois  
Designers and Builders  
Concrete Grain Elevators  
Waterproof Pits a Specialty

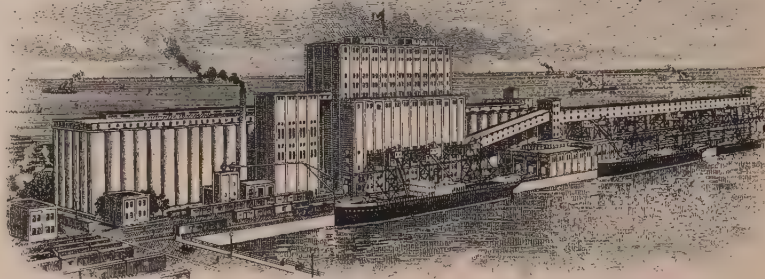
**DESIGNERS**  
of Grain Elevators, Flour Mills  
Feed Mills, Warehouses  
and Industrial Buildings  
**HORNER and WYATT**  
Board of Trade Bldg. Kansas City, Mo.  
It Pays to Plan Before You Build



Use White Star Special Cups, made and shipped only from the White Star Factory. *Accept no substitutes.* These cups are hand riveted; they stand up and their capacity is guaranteed.

Our Special Boot is the only non-chokable ball-bearing boot on the market, to the best of our knowledge.

Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

## JAMES STEWART CORPORATION

W. R. SINKS,  
PRESIDENT

ENGINEERS AND CONTRACTORS  
FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

THOMAS D. BUDD,  
VICE PRESIDENT



## One of Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

## THE BARNETT-McQUEEN CONSTN. CO., LIMITED

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.



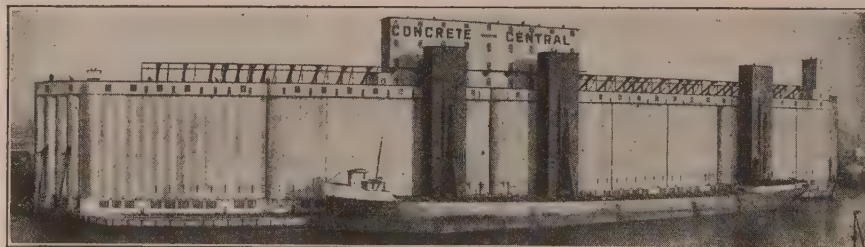
## FOLWELL ENGINEERING CO.

Engineers and Constructors

333 North Michigan Avenue  
CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator  
Designed and Built for  
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation



Concrete-Central  
Elevator, Buffalo,  
N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

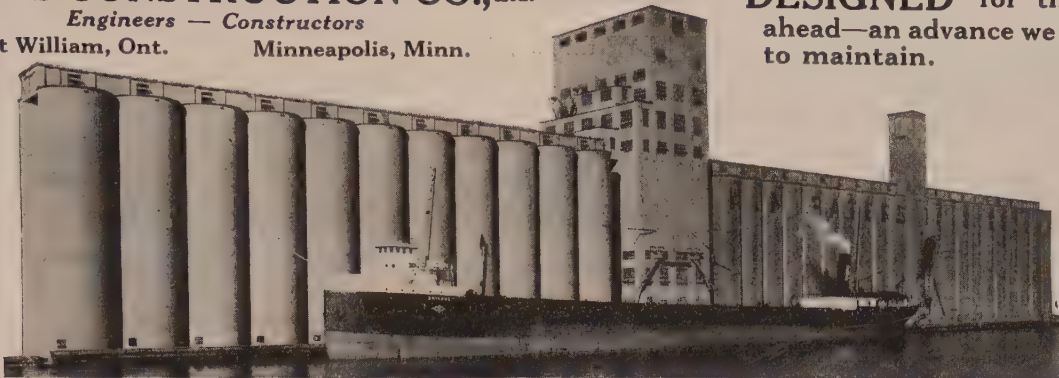
## Monarch Engineering Company

Buffalo, N. Y.

## FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors  
Fort William, Ont. Minneapolis, Minn.

DESIGNED for the years ahead—an advance we propose to maintain.



N. M. Paterson Co., Ltd. 2,500,000 Bu. Elevator Fort William, Ont.

## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels



### John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago 460 St. Helen Street, Montreal 837 W. Hastings St., Vancouver, B. C.  
33 Henrietta Street, Strand, London, England

## Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was also designed and built by us for

Southwest Elevator Co., Enid, Okla.

### Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.



## DAY Dust Collectors

have been standard equipment in better grain elevators for over forty years.

There's a Reason

The Day Company  
Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.



Patented

Folwell-Sinks Form Lifting

## Jacks and Steel Yokes

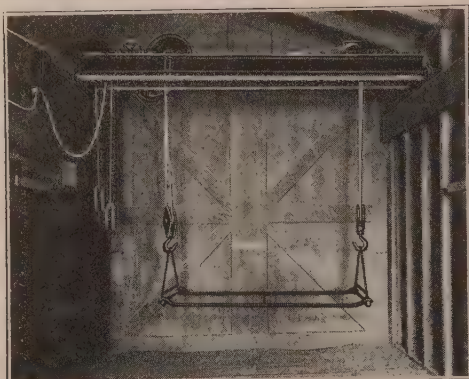
for Grain Elevator, Silo  
and Coal Pit Construction

Manufactured and Sold by

NELSON MACHINE CO.

WAUKEGAN, ILL.

## The Bender Electric Overhead Traveling Truck Dump



Price \$250.00

Its traveling feature allows for dumping wagons, long and short trucks—

Eliminates plant changes, not necessary to change pit openings, floors, etc. Continue to use present wagon log if you desire.

Installation consists of two 3"x12" timbers tied to side walls. Track may extend outdoors in short driveways.

Very Powerful—Safe. Recommended under Fire & Liability Insurance regulations.

BENDER Truck Dumps will not freeze up. They develop no leaks to rob you of power—Their action is instantaneous.

They can be installed at a cost not exceeding \$20 for labor and materials.

A 6-volt motor on the BENDER together with 6-volt generator is the ideal electric dump for plants having no electric connections.

All BENDERS are the same price.

**THE BENDER HOIST MFG. CO.**

609 So. 48th Street

Omaha, Nebraska

## Leaky Cars

You Know What They Cost

## Kennedy Car Liners

**SOLVE THIS PROBLEM**

Prevent Leakage of Grain In Transit

**NO WASTE — EFFECTIVE  
INEXPENSIVE — EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars  
Inquiries for Details Invited.

**The Kennedy Car Liner & Bag Co.**

Shelbyville—Indiana

Canadian Plant At Woodstock, Ont.



## The Atlas Car Mover

"When you put an Atlas under the wheel of a car there is never a question about moving it."

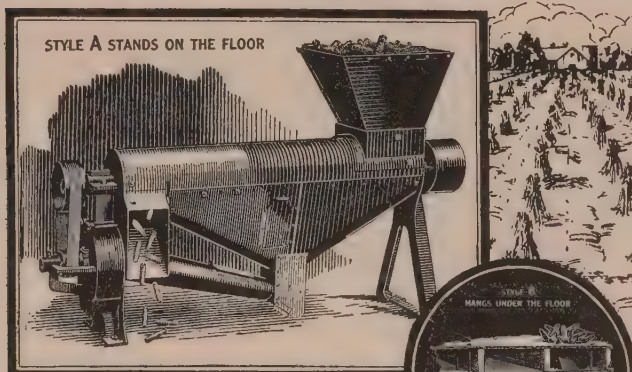
The most powerful car mover made.

True compound action, two-piece non-slip spurs set at the right angle to best grip the rail. Covered by an absolute guarantee.

**APPLETON CAR MOVER COMPANY**

Appleton, Wisconsin

## TRIUMPH CORN SHELLER



The Triumph will shell any kind of corn that can be shelled by machine. Its capacity is 75 to 100 bushels of shelled grain per hour. Its power requirement is only 5 horsepower. It has only two moving parts and needs no attention except periodic oiling. For more than 40 years it has set the standard for economical shelling.

THE C. O. BARTLETT & SNOW CO.  
6245 Harvard Ave., Cleveland, O.

**Bartlett - Snow**

*Two styles fill all needs* ♦ ♦

A copy of the Triumph Corn Sheller Catalogue will be mailed without charge.

## Receiving and Shipping Set of Grain Books

**Grain Scale Book** Size of page, 10½x15¾ inches. This indexed receiving book is designed to meet the needs of dealers who want something better than the ordinary. Separate pages are given to each farmer and all are indexed so that their accounts may be instantly located. If so desired, it can be used as a grain journal, the two "L.F." columns providing for posting both debits and credits and entering the numbers of the ledger pages.

The book contains 252 numbered pages of high grade heavy linen ledger paper, each ruled for 41 wagon loads, thus having room for 10,332 loads, in addition to a 28-page index. Together with "Grain Shipping Ledger" it forms a complete set of books of high grade.

This book is bound in heavy red keratol back and corners with black cloth sides, and its name is stamped in gold leaf on the front cover. Order Form 23. Price, \$4.75. Weight, 6 lbs.

**Grain Shipping Ledger.** Size of page, 10½x15¾ inches. The Grain Shipping Ledger is the best shipping book money can buy, giving complete information regarding each shipment and the returns therefrom. Left hand pages show complete records of each shipment, while corresponding lines on right hand pages show details of the "Returns."

Each book contains 100 double pages of heavy linen ledger paper and a 16-page index, thus affording ample space for a large number of accounts. Each page is ruled for 50 entries, giving a total capacity of 5,000 cars to the book.

This double page form, combined with "Grain Scale Book" makes an excellent set of books for country dealers who want high grade material and workmanship as well as practical convenience. It is cloth bound with black keratol back and corners. "Grain Shipping Ledger" is stamped in gold leaf on front cover. Order Form 24. Price \$4.25. Weight, 5 lbs.

**Grain Dealers Journal**

309 So. La Salle St.

Chicago, Ill.



Armour Grain Co  
Chicago  
Northrup-King Co.  
Minneapolis  
Quaker Oats Co  
Plants  
B. & O. Elevator  
Baltimore  
J. C. Hunt Grain Co.  
Wichita Falls, Tex.  
Santa Fe Elevators  
Kansas City, Mo.

We have equipped 75% of the terminal elevators built or equipped during the last 20 years in the U. S. and Canada. You can profit by this experience.

*Write us for particulars*

### Cyclone Blow Pipe Co.

2542-52 W. 21st St. Chicago, Ill.

## Coal Sales Book

(Improved)  
For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done. It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

This book is 10½x15¾ inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

### Grain Dealers Journal

309 So. La Salle St., Chicago, Ill.

## ACCOUNTBOOKS FOR GRAIN DEALERS

GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8¼x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 41 wagon loads and each book has 200 pages or spaces for records of 8,200 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2¼ lbs.

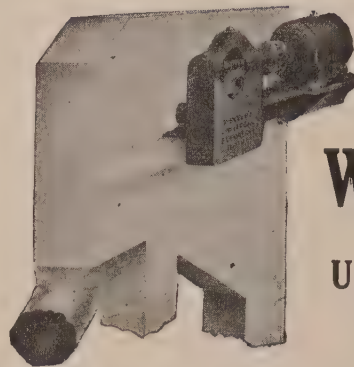
GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10¼x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

COMPLETE SET FOR \$6.50

### GRAIN DEALERS JOURNAL

309 So. La Salle Street, Chicago.



## WINTER'S

### Universal Elevator Drive

*Equipped with Timken Roller Bearings*

Winter's Direct Elevator Drives in single unit installations have elevated over 4,500,000 bushels of grain without showing any noticeable wear or requiring any attention other than oiling twice a year.

This proven fact from actual use makes Winter's Drive your best buy.

Users save 20% to 50% on power by using Winter's Drives. This can be accomplished by operating direct on head shaft, eliminating all belts, chains, sprockets, and counter-shafts.

**NO CHAINS TO BREAK! NO BELTS TO SLIP!**

### Guaranteed for Five Years

*Descriptive Literature Sent Upon Request*

## CLOW-WINTER MFG. CO.

MINNEAPOLIS, MINN.

*If  
You  
Handle  
Coal*

It will pay you to become a regular reader of

## THE RETAIL COALMAN

and learn what successful retailers are doing to make their business more profitable. A newsy, snappy magazine full of practical ideas and suggestions that will make you money.

Send \$1.50 for a year's trial subscription. Your money cheerfully refunded if not entirely satisfied.

## THE RETAIL COALMAN

1223 Monadnock Block

Chicago, Ill.

## Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA  
J. A. KING, President  
A Legal Reserve Mutual Fire Insurance Company

## TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
**OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS**  
**ASK ABOUT OUR SAVING PLAN**

E. A. Brown, Pres.  
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer  
E. H. Moreland, Secretary



## A Big Corn Crop

will mean great quantities of cobs to dispose of. A properly constructed cob burner is the best solution to this problem, an easy-to-clean cob house the next best, but the cobs should not be piled outside

on the ground.

We shall be glad to send drawings to anyone interested in cob burners or houses. Now is the time to provide such facilities.

## GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.

INDIANAPOLIS, INDIANA

J. J. Fitzgerald  
Secretary & Treasurer  
Indianapolis, Ind.

C. R. McCotter  
Asst. Secy. and Western Mgr.  
Omaha, Neb.

## Selection of Risks

is essential to the security of an insurance company.

## Selection of an Insurance Company

is just as essential to the security of an assured.

*The "MILL MUTUALS" fulfill the most rigid requirements.*

Write your insurance company or this office for details.

## Mutual Fire Prevention Bureau

230 East Ohio Street  
Chicago, Illinois



## DP SUPERIOR OK Cups

A simple thing—this addition of these cups to your belts. But what a difference it makes in the efficiency of the elevator.

Here are five points of SUPERIOR ELEVATOR CUP superiority:

- 1—Capacity-Flexibility-Service.
- 2—Durability.
- 3—Perfect Pick-up and Discharge at all speeds.
- 4—Guaranteed to increase capacity of elevator by simply substituting the cups.
- 5—Our Engr. Dept. gladly at your service.

If you have not already received complete information about the advantages of Superior Cups, write today.

## K.I. Willis Corporation

MOLINE, ILLINOIS  
DISTRIBUTORS

B. F. Gump Co. .... Chicago  
Strong-Scott Mfg. Co. .... Minneapolis  
Mideke Supply Co. .... Okla. City, Okla.  
Hollis & Co. .... Little Rock, Ark.  
John R. Gray, Inc. .... San Francisco, Cal.  
Essmuller Mill Furn. Co. .... St. Louis, Mo.  
Essmuller Mill Furn. Co. .... Kansas City, Mo.  
Canadian Licensees  
Geo. W. Reed & Co. .... Montreal, P. Q.

## Too Many Buyers

Read this letter received from  
Cook Bros., Woodward, Iowa.

Grain Dealers Journal, Woodward, Iowa.  
Chicago, Ill.

Gentlemen:—You may take out our two ads as we have received two checks for the mill and closed a deal for a motor, both results from the first issue of your Journal containing our ad.

Yours very truly,  
COOK BROTHERS.

Here are the ads referred to

### MACHINERY FOR SALE

FOR SALE—Three Roll Willford Mill in good condition; \$50.00 buys it. Cook Bros., Woodward, Iowa.

### DYNAMOS AND MOTORS

We want a 7 to 10 Horse Direct Current 600 Volt, about 1000 Revolutions per minute, Electric Motor. Write Cook Bros., Woodward, Iowa.

This is only one of many instances where the "WANTED—FOR SALE" columns of the Grain Dealers Journal, Chicago, have proven to grain elevator owners the logical market place for Second-Hand Machinery.

These ads cost but 25c per type line each insertion.

# LARVACIDE

CHLORPICRIN

## A 100% Exterminator

The Safe Fumigant for  
Grain Elevators--Seed Warehouses  
Flour Mills--Private Residences

Non-Inflammable  
Non-Explosive

Sanctioned by Mutual Fire Prevention Bureau  
Information Including Technical Papers on Request

**INNIS, SPEIDEN & CO.**  
INCORPORATED  
46 CLIFF STREET, NEW YORK.

Selling Agents for ISCO CHEMICAL CO.

Authorized Distributors Who Intelligently  
Handle Your Problems

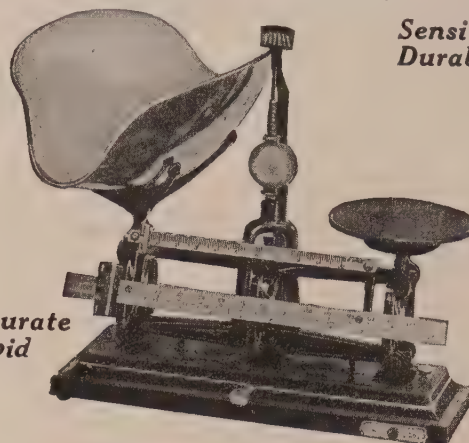
Furniture Fumigation Co., 538 W. Pershing Rd., Chicago, Ill.  
Twin City Exterminating Co.,  
2399 University Ave., W., St. Paul, Minn.  
Safe-Way Exterminating Co., 429 Franklin St., Detroit, Mich.  
Twin Ports Exterminating Co., 1911 23d St., Superior, Wis.  
Bode Furniture Fumigation Co.,  
2191 Western Ave., Cincinnati, O.

Territories are open for active responsible distributors

## Grain Grading Scale

Designed in accordance with the suggestions  
of and supplied to the U. S. Department  
of Agriculture, Grain Trade, etc.

*Sensitive  
Durable*



*Accurate  
Rapid*

No. 6200

For Quick and Accurate Determinations of Wheat  
Grain, Oats, Rye, Etc., Etc.

1. Test Weight per Bushel
2. Dockage
3. Weight for Moisture Test
4. Damaged Kernels

## THE TORSION BALANCE CO.

New York Chicago San Francisco  
92 Reade St. 228 N. La Salle St. 49 California St.

# U MAY

find a grain elevator to your  
liking in the "Elevators for  
Sale" columns of the Grain  
Dealers Journal, Chicago,  
Ill.; but, if you do not, you  
can surely find what you  
want by telling our readers  
your wishes thru our "El-  
evators Wanted" columns  
and thereby learn of some  
rare bargains which are not  
now advertised.

## Do Not Take Chances

on verbal contracts for future delivery of the  
grain you are now purchasing. Mr. Farmer is  
very liable to forget them if the market should  
advance or his crop be a failure. Our Dupli-  
cating Grain Contracts will save you time,  
worry and money and should be used on every  
purchase.

They certify the Farmer "has sold ..... Bushels  
of ..... at ..... cents per bushel, to grade No.  
..... to be delivered at ..... on or before  
....." They also certify that "If inferior grain is  
delivered, the market difference at which such grain  
is selling on day of delivery shall be deducted."

Put up in books of 100 sets. Originals of  
bond paper are machine perforated so they may  
be easily torn out, while the manila duplicate  
remains firmly bound in the book. Both sheets  
contain a printed form on the back for entering  
each load delivered on the contract. Check  
bound with 3 sheets of carbon. Order FORM  
10 DC, Price \$1.15. Weight 1 lb.

Triplicating book is same as 10 DC and con-  
tains 100 additional copies of the contract  
printed on strong tissue and 4 sheets of dual  
faced carbon. Order Form 10 TC. Price \$1.40.  
Weight, 21 ozs.

## Grain Dealers Journal

309 South La Salle St. Chicago, Ill.

# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**ILLINOIS**—40,000 bu. duplex elevator near Bloomington; also large corn crib and office. Price on application. Address 61R19, Grain Dealers Journal, Chicago, Ill.

**INDIANA**—45,000 bu. all modern elevator, fully equipped; 60 miles from Chicago, in excellent grain territory; immediate possession. This is a real bargain, easy terms. Write Wm. Raschka, 615 Lake St., Hobart, Ind.

**EASTERN ILLINOIS**—2-60,000 bu. elevators in same town for sale; coal, feeds, seeds, sidelines; no competition; good grain territory; price right if sold promptly; have other business. 61T6, Grain Dealers Journal, Chicago.

**FOR SALE**—Elevator and storage for 12,000 bu. grain; hay barn, capacity 125 tons; flour house, capacity three cars; coal house, capacity 100 tons; and small modern residence on premises. Liberal terms will be given purchaser. Address P. O. Box 128, Haskell, Okla.

## INDIANA ELEVATORS FOR SALE.

Owing to the sickness of Mr. Stiefel, we are liquidating our business and are offering our New Haven, Dawkins, Maples, Ossian and Eaton elevators for sale. For all information write.

Stiefel & Levy, Fort Wayne, Ind.

**CENTRAL ILLINOIS**—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

**IOWA**—25,000 bu. elevator and feed mill for sale; located in one of the largest feeding sections of Eastern Iowa; on main line of C & NW; equipped with a Sprout-Waldrone 40 h.p. attrition mill, corn cracker and grader, feed mixer and cleaning mill; all in first-class condition; 300 ft. of trackage and ample storage room. Priced right at \$10,000, or \$7,500 cash and \$2,500 on terms. Address 61T21, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—50,000 bu. grain elevator, electrically equipped, sheller, cleaner, loader; fine location in center of corn belt on two main railroads; well equipped office, mill feed house, eight coal bins and good coal business; eight room residence included; in good small town, fine schools and churches; immediate possession; selling account of poor health. Pay you to investigate if you want a first-class grain business exceptionally well located. Also small elevator for sale at a bargain. Address 61U1, Grain Dealers Journal, Chicago.

## HAY, GRAIN AND FEED PLANT

**LEXINGTON, KY.**—25,000 bu. cribbed elevator, 200 ton brick hay house with concrete floor, 150 ton feed warehouse, steel corn crib with concrete foundation and floor, eight box stall barn with loft over all, steel garage, harness and feed room, double brick office, sheds, etc. Located on three streets with private switch and is fully equipped, a complete plant. Splendid location, in heart of the horse and stock raising section of the Blue Grass. Advantageous transit and re-shipping privileges. Offer for sale account of health. C. T. ROSEZELL, Broadway and Bolivar, Lexington, Ky.

## ELEVATORS FOR SALE.

**KANSAS**—12,000 and 4,000 bushel elevators for sale at a bargain if taken soon. We mean business. 61Q12, Grain Dealers Journal, Chicago, Ill.

## YOU MAY BE MISSING SOMETHING.

**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**INDIANA**—Farmers' elevator, ample storage, siding, good grinding trade, established coal business; a going concern; entire stock, accounts and two houses will go to best bid November 15, 1928. Byron Jones, Lebanon, Ind.

## ELEVATOR & LUMBER FOR SALE

Elevator, lumber, coal, building supplies; northern Illinois village; good prosperous business; good management can continue. Write Holcomb-Dutton Lumber Co., Sycamore, Ill.

**WISCONSIN**—Grain Elevator, Potato House, Hay House, Coal Bldgs. for sale; commanding a fine location on the C. & N. W. Ry. on direct route to Chicago. Surrounded by excellent farming community. Address 61S3, Grain Dealers Journal, Chicago, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**ILLINOIS**—60,000 bu. grain elevator for sale, equipped with electric motors; coal, lumber, twine, etc., as side lines; located in center of corn belt; crop prospects and conditions wonderful; owner must sell at once on account of ill health. For terms write or call—O. Gross, Buckingham, Ill.

**SOUTHEASTERN NEBRASKA**—10,000 bu. elevator, coal shed, 7-room house with electric lights and water, four lots of ground, all for \$14,000; German community of about 75, 10-grade school, Methodist church; doing fine business and handling all the livestock; lots of wheat binned and a wonderful prospect for corn; reason for selling—no high school for children. 61R3, Grain Dealers Journal, Chicago.

## ELEVATOR INTEREST FOR SALE.

**FOR SALE**—Interest in transfer elevator also doing good local business; best territory in Ohio; management goes with interest bought. Address Box 22, Sidney, Ohio.

## ELEVATOR FOR EXCHANGE.

**FOR EXCHANGE** in Central Ohio—Well improved 100 acre farm with tenant house; one elevator of 10,000 bushel capacity, electric power, in good location, five minutes walk from farm; all close to schools and churches. Address 1065 So. Ohio Ave., Columbus, Ohio.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, **USE** these columns to your best advantage just as others are doing. **WE WILL** assist you in the composition of copy free. We are in business to be of service to **YOU**. There is no wrong time to put an ad in the columns of the Journal. **TRY IT.**

## ELEVATORS WANTED

**WANTED**—Elevator in Central Indiana; will pay cash. W. A. Meloy, Argos, Ind.

**WANT TO EXCHANGE** improved 320 acres 4 miles from Alton, Kansas, for grain elevator in North Central Kans. Box 13, Mahaska, Kans.

**WANT TO LEASE** an elevator in Eastern Kansas or Nebraska no farther west than Concordia, Kans., or Superior, Nebr. We have had 10 years' experience in operating elevator, can furnish best of references. Address Waterville Grain Co., Waterville, Kansas.

**SOMEBODY'S** always hunting an elevator. and there is no wrong time of the year to put an ad in the "Elevator For Sale" columns of the Journal.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

**ALMOST ANYTHING YOU WANT** can be promptly obtained through JOURNAL want ads.

## MILLS AND ELEVATORS FOR SALE.

### FOR SALE CHEAP

A 400 bbl. corn mill; 18,000 bu. concrete elevator. If interested write for further information. New Baden Mfg. Co., New Baden, Ill.

### FOR SALE

Mill and elevator doing good business. If interested in the grain, coal and feed business in a good town and a business that will satisfy, write for full particulars. Singley Brothers, Wellington, Texas.

## MILLS FOR SALE.

**FOR SALE**—25 bbl. flour, feed and buckwheat mill in A-1 condition, in good dairy and farming country. This mill is a money maker and will bear the closest investigation. Write 61T12, Grain Dealers Journal, Chicago.

## BUSINESS OPPORTUNITIES FOR SALE.

**ILLINOIS**—Grist mill, feed and coal business for sale; new electric machinery. Write 61S10, Grain Dealers Journal, Chicago.

**MILLING & FEED BUSINESS**, Washington Co., Ill.; 125,000 bu. elevator, 600 bbl. flour per day; jobbing business at present; \$80,000 deal, terms. Mielke Bros., Danville, Ill.

**FOR SALE**—Three **LUMBER YARDS**, two located Eastern Kansas and Western Missouri, both with small **GRAIN ELEVATOR** in connection; one yard only, located Southeastern Iowa, population from 200 to 300; hardware and coal, Eastern Kansas point; good small yards located excellent farming territory; Missouri and Kansas yards fifty miles south of Kansas City. Each investment runs from \$13,000 to \$21,000. Improvements good repair; no dead stock. Good reasons for selling. Don't write if not interested in small town location. No trades. 61U11, Grain Dealers Journal, Chicago.

**WHATEVER** your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

## ADDRESS WANTED.

**WANT PRESENT ADDRESS** of J. E. Stevens, grain elevator builder, formerly located at 53 Devonshire St., Boston, Mass. Write 61U3. Grain Dealers Journal, Chicago, Ill.

## PARTNER WANTED.

**PARTNER WANTED** to invest in country elevator business in Indiana or Illinois. Address 61R12, Grain Dealers Journal, Chicago, Ill.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

## HELP WANTED.

**WANTED**—A man who can merchandise grain, also use the phones; must be acquainted in Illinois. Address 61U17, Grain Dealers Journal, Chicago, Ill.

**WANTED** for a Central Illinois concern, a man who knows the feed game and knows how to merchandise all kinds of feeds; must make an investment of at least \$2500.00, fully protected. 61U16, Grain Dealers Journal, Chicago.

**COMPETENT AND EXPERIENCED** elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

## SITUATION WANTED.

**WANTED**—Position as manager of farmers elevator by experienced man. Address 61T25, Grain Dealers Journal, Chicago, Ill.

**SITUATION WANTED** by experienced elevator manager, 28 years old; 7 years' experience as manager; prefer Farmers' Co-op. Write 61S7, Grain Dealers Journal, Chicago.

**WANTED**—Position in the grain business; have had 21 years' experience in office and elevator work in Ohio territory. Address 61T13, Grain Dealers Journal, Chicago, Ill.

**MARRIED MAN**, 23 years old, without experience, wants position as manager, assistant manager of country elevator or any position giving training in the buying of grain; high school education; best of references; desire to learn and willing to work hard. Address 61T8, Grain Dealers Journal, Chicago, Ill.

**RESULT PRODUCING** Farmers Elevator manager with 16 years' successful record desires position with good company. Good grain man and accountant; experienced in all side lines; good mixer with public; Illinois or Indiana preferred. Address 61N11, Grain Dealers Journal, Chicago, Ill.

## SCALES FOR SALE.

**FOR SALE**—300 lb. or six bu. automatic Richardson Scale; used only nine months. Memphis Cottonseed Products Co., Memphis, Tenn.

**RICHARDSON** Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**SECOND HAND SCALES** for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

## SCALES WANTED.

**RICHARDSON** AUTOMATIC SCALES bought and sold. Address 61S14, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 502 Waldheim Bldg., Kansas City, Mo.

## ENGINES FOR SALE

**LARGE NUMBER** of new and rebuilt 40 and 60 hp Venn-Severin oil engines at about half price; must be moved promptly; best suited for hammer mills on account of good regulation.

AMERICAN POWER EQUIPMENT CO.  
1530 Allen Ave., S. E. Canton, Ohio.

**THE DUNLAP FORDPOWER**, an all steel frame, pulley and governor assembly for the purpose of mounting the Ford motor for belt work. Popular among grain elevators requiring up to 15 hp. Write for particulars. DUNLAP FORDPOWER CO., 133 N. St. Francis, Wichita, Kans.

## GAS AND DIESEL ENGINES

Both new and honestly rebuilt engines that are guaranteed good as new. Fairbanks-Morse in all sizes, belted and direct connected. All best makes of gas engines. Let us have your requirements and we can save you money on new and rebuilt equipment. Write for our rental contract with option to buy. We erect complete plants everywhere.

AMERICAN POWER EQUIPMENT CO.  
1530 Allen Ave., S. E. Canton, Ohio.

## OIL ENGINES

25, 50, 75, 80, 120, 180 hp. and up, immediate shipment, all makes. We buy. Bulletin 368 features 20 pages Bargains in Rails, Equipment, Machinery, Steel, etc. ZELNICKER in St. Louis.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable. size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

## BELTING WANTED.

**WANTED**—Used cup belt, 115 ft. long, 10 or 12 inches wide, V cups. Address Carlson & Peterson, Lehigh, Iowa.

## MOTORS FOR SALE.

**FOR SALE**—15 hp., 1750 r.p.m., single phase, 60 cycle, 110-220 volt Century Motor. Write E. V. Plush, Glasco, Kansas.

**FOR SALE**—One 20 hp. Fairbanks-Morse motor, 25 cycle, 3 phase, 220 volt, 710 r.p.m., 22" pulley complete with starter, used only six months; motor used longer. Price \$140. La Harpe Feed Store, La Harpe, Ill.

## 3 PHASE, 220/440 V. MOTORS

1—50 hp., 1800 rpm., 60 cy., General Electric.  
1—35 hp., 1800 rpm., 60 cy., General Electric.  
1—30 hp., 1800 rpm., 60 cy., General Electric.  
1—30 hp., 1800 rpm., 60 cy., Lincoln (new).  
1—30 hp., 1500 rpm., 25 cy., Lincoln (new).  
3—25 hp., 1800 rpm., 60 cy., General Electric.  
1—25 hp., 1800 rpm., 60 cy., Fairbanks-Morse.

Many others up to 200 hp. All speeds, A. C. and D. C. Special low prices.

V. M. NUSSBAUM & CO., Fort Wayne, Ind.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

## HAY FOR SALE—WANTED

**GET FULL MARKET** value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

**READERS DESIRING** to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

## The Perplexed Pharmacist.



From the Public Ledger, Philadelphia

## MACHINES FOR SALE.

**FOR SALE**—Burton Mixer, 500 pounds capacity; this machine is new and will sell cheap. Elkland Roller Mills, Cass City, Mich.

## FOR SALE.

15"x30" Allis-Chalmers Flaking and Crimping Rolls, late style "QA"; in good condition. Write or wire Standard Mill Supply Company, 502 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—One (new) No. 26 Stanley Oat Huller, capacity 125 to 150 bushels per hour. Never been used. Write 61R5, Grain Dealers Journal, Chicago, Ill.

## FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

## NEW AND USED MACHINERY FOR SALE

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, cap. 1,200 bu. per 24 hrs. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

## REAL BARGAINS.

Prompt Attention.

Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,

9 S. Clinton St.,

Chicago, Ill.

## MACHINERY BARGAINS

One Hughes Slow Speed Hammer Mill; one small Gruendler; one 24" motor driven Monarch Attrition Mill; 24" belt-driven Monarch Mill; 24" motor driven Dreadnaught Grinder; 18", 20" and 24" Dreadnaught Grinders; 52" Burr Stone; 20" Sprout Waldron Burr Stone; corn crackers and graders, corn cleaners; grading reels; one ton vertical batch mixer; 1000 lb. vertical batch mixer; horizontal batch mixer; receiving separators; grain cleaners; oat hullers and crushers; 50 bean pickers; one freight elevator; one manlift; one car puller; 25 hp Type "Y" Fairbanks-Morse Oil Engine; 40 hp Atlas Engine; hopper and platform scales; conveyor; bag pilers; corn cob crushers; Bowsher Mills; 20" Monarch Attrition Mill; pulleys, shafting, hangers. Everything for the grain elevator and feed mill. Write your wants. A. D. Hughes Co., Wayland, Mich.

## MACHINES FOR SALE.

## FOR SALE.

One 36" double head Sprout-Waldron Monarch ball-bearing motor driven attrition mill. Write or wire Standard Mill Supply Company, 502 Waldheim Building, Kansas City, Mo.

**FOR SALE**—One 20 hp. motor, used only one year, cost \$400.00; also roller feed grinding mill; will sell motor and mill for \$500.00. Cayuga Farmers Elevator Co., Cayuga, N. Dak.

**FOR SALE**—Portable corn sheller with extended feeder, complete and in good condition; also one three-phase 20 hp A. C. motor. Write C. Marks, West Point, Ind.

## FOR SALE

One 2-pair high 9x24 Nordyke & Marmon roll, never been used. Write or wire Standard Mill Supply Company, 502 Waldheim Building, Kansas City, Mo.

## BATCH MIXERS.

Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable, let us have your inquiries for prompt shipment. Standard Mill Supply Company, 502 Waldheim Bldg., Kansas City, Mo.

## USED MACHINERY FOR SALE.

One Williams No. 5 Roller Knife Shredder; one No. 1 Jay Bee Grinder; one 30" Bauer Belt Driven Attrition Mill; one 30" Cogswell Double Pulley Attrition Mill. Send for new list of crushing and grinding machinery.

We buy your idle machinery.

CONSOLIDATED PRODUCTS CO., INC.,

14-17 Park Row

New York City

## FOR SALE

1 Western combined corn sheller and cleaner, 400 bushel capacity.

1 head pulley, 14" face, 36" diameter.

1 steel boot, 14" face, pulley 18" diameter.

1-40" spur tooth gear, 3 1/2 inch face.

1-9" pinion gear, 3 1/2 inch face.

1 manlift complete with head pulley.

All in first-class condition and but slightly used; will be priced very cheap for quick sale. Fostoria Storage & Transfer Elev. Co., Fostoria, Ohio.

## Bargain Sale in Soiled and Shelf Worn Books.

Weighing grain in car lots without hopper or platform scales by Fred P. Miller. One slightly damaged copy at half price, 75c. Order "Miller Special."

Gold Bricks of Speculation, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.

## MACHINES WANTED.

## WANTED

Used feed grinder with motor; give all particulars and price in first letter. Write Rosebud Grain Company, Winner, South Dakota.

**WANTED**—One used Model No. 10 Clipper Cleaner manufactured by A. T. Ferrell & Co.; must be in good condition and cheap. Send full description and price in first letter. Pollock Grain Co., Middle Point, Ohio.

## Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.  
**H. S. COVER**  
Box 404 South Bend, Ind.

10,000 SHIPPERS  
Are now usingTYDEN  
CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
CLAIM LOSSES  
Write for samples  
and prices



INTERNATIONAL SEAL & LOCK CO.

617 Railway Exchange Bldg., Chicago, Ill.

McMILLIN COMBINATION  
WAGON AND TRUCK DUMP

In the designing and construction of this dump, the following vital and necessary points in the dump were given careful consideration:

Power and Speed  
Durability and Safeness  
Easy and Simple to Install  
Dump Any Length Vehicle into a Standard  
Sized Dump Door, or  
By Extending Track Dumps into Any Number of Dump Doors  
No Mechanism Under Driveway Floor to Interfere with Sinks or Scales  
Always Ready for Operation  
All Machines Equipped for Hand and Power Operation

The main factor in mind when constructing each individual part of this device was handiness and satisfaction of operation, as well as the simplicity and low cost of installation, and a dump that could be installed in practically every elevator.

For Further Information, Address

**L. J. McMILLIN**

525 Board of Trade Bldg.,  
Indianapolis, Ind.

We have taken the Journal ever since we have been in the grain business, for over 20 years, and consider it one of our essential fixtures.—Wolfram Grain Co., Brownsburg, Ind.

## KEEP POSTED

## GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm .....

Capacity of Elevator .....

Post Office .....

State .....

## SEEDS FOR SALE—WANTED

**Tobin-Quinn Seed Co.**  
Kansas City, Mo.

THRESHERS & CLEANERS  
HIGH GRADE MISSOURI BLUE GRASS

**LOUISVILLE SEED COMPANY, Inc.**  
Louisville, Kentucky

Buyers and Sellers of All  
Varieties of Field Seeds  
Headquarters for Redtop Orchard  
Grass and Kentucky Blue Grass

**John L. Kellogg Seed Co.**

526 W. 18th St. Chicago Illinois  
 DE-LUXE SEED CO. CHICAGO

**L. TEWELES SEED CO.**  
Distributors of  
**BADGER BRAND SEED**  
Milwaukee, Wisc.

**CRABBS REYNOLDS TAYLOR COMPANY**, Crawfordsville, Indiana  
Buyers and Sellers CLOVER AND TIMOTHY SEED—GRAIN

WE SPECIALIZE IN  
**ALFALFA BLUE GRASS**  
**SUDAN MILLET and CANE**  
WRITE FOR SAMPLES AND PRICES  
**RUDY-PATRICK SEED CO.**  
Kansas City, Mo.

**NORTH AMERICAN SEED COMPANY**  
MILWAUKEE, WIS.  
"QUALITY BRAND"  
Hardy Wisconsin Grown Clovers  
**FIELD SEEDS -- SEED CORN**  
Write for Samples and Freight Paid Prices

**J. G. PEPPARD SEED COMPANY**  
Buyers SEEDS Sellers  
ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER KANSAS CITY, MO.

**BUCKEYE BRAND**  
**FIELD SEEDS**  
Strictly No. 1 Quality  
**The J. M. McCullough's Sons Co**  
CINCINNATI OHIO

**FIELD SEEDS**  
BUYERS — SELLERS  
Glad to Quote  
**J. OLIVER JOHNSON, INC.**  
946-960 W. Huron St. Chicago, Ill.  
© Reg. J. O. J. Inc.—1923

**ED. F. MANGELSDORF & BRO.**  
Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,  
Seeds Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri

I think so much of the Journal that I  
got my board to subscribe for it.—James  
J. Lambrecht, mgr. Farmers Union Co-  
operative Ass'n., Cowles, Nebr.

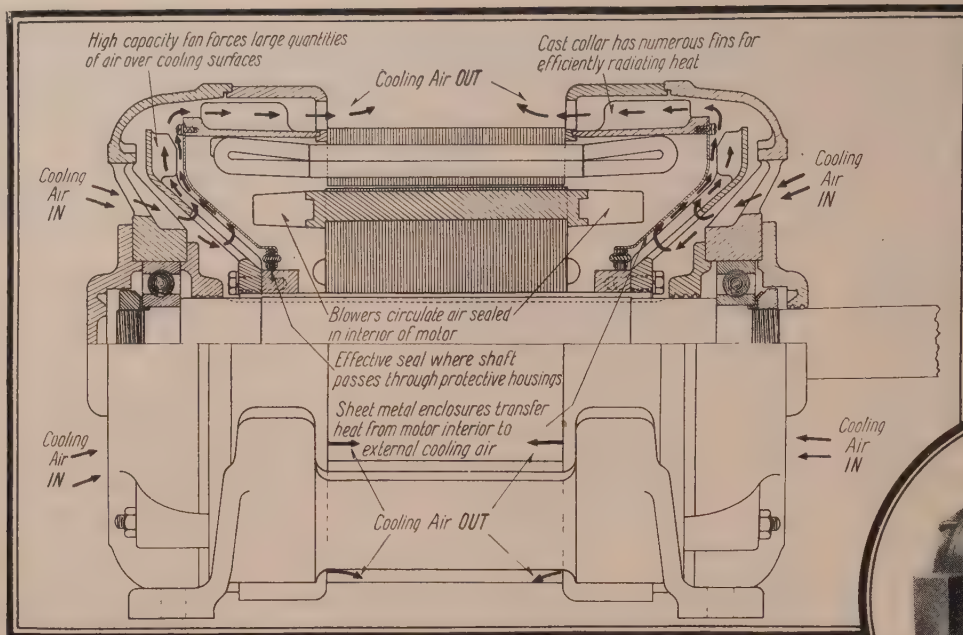
# Use Universal Grain Code

and reduce your telegraph tolls.

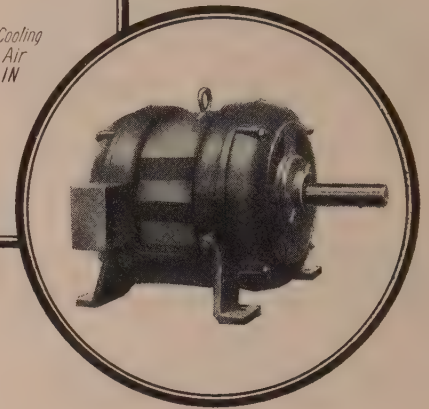
Prepared especially for the grain, millfeed and field seed trades.

It is arranged alphabetically and contains no ambiguities.

150 pages, size 4 $\frac{5}{8}$  x 7 $\frac{1}{8}$  inches. Bound in flexible leather,  
\$3.00; Board covers, \$1.50, or in dozen lots \$12.00.  
Address Grain Dealers Journal, 309 South LaSalle Street,  
Chicago, Illinois.



Approved by the Mutual Fire Prevention Bureau.



## A New Approved Motor for Grain Elevators

**H**ERE is a new motor for driving elevator legs, belt conveyors, feed mixers, grain cleaners and separators.

This motor has these distinctive advantages:

Double-end ventilation.

Ventilating pipes are unnecessary.

The prevailing insurance rate is unaffected.

The size is approximately the same as that of a standard open motor of the same rating.

Built to withstand the most severe conditions of dust in any part of an elevator, this new motor will continue to operate successfully with minimum attention and without overheating and consequent fire hazard.

This successful cooling under adverse dust conditions is the result of a comprehensive engineering knowledge of motor ventilation with the attendant problems of efficiently distributing large quantities of ventilating air. Reference to the section drawing above shows how one of these problems was solved by designing very short air passages at each end of the motor through which the air is blown at high velocity.

Additional information on request. Ask for Leaflet 20384.



Westinghouse Electric & Manufacturing Company  
East Pittsburgh Pennsylvania

Sales Offices in all Principal Cities of  
the United States and Foreign Countries

# Westinghouse

T 30139

## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, OCTOBER 10, 1928

**RATS** eat corn instead of coal to keep warm and what they eat or damage in one year would pay the national debt. Exterminate the vermin.

**THE BLANK** wall of the grain elevator that towers above all neighboring structures is an attractive place for a sign to advertise the business of the owner.

**DUST TIGHT** spouts help to keep dust in the grain where it belongs, but a fan connected to the elevator head will draw out much of the dust and confine it so it can be disposed of profitably.

**WAR TAXES** will be assessed against grain transactions until the grain dealers of the land persist in protesting against unfair taxation of their business. Please help and thereby help the producer.

**NO SCALE** can be expected to give correct weights unless it is cleaned thoroughly and regularly and kept in balance. Resealing at least semi-annually by an expert scale inspector will be found a profitable investment.

**GRAIN ELEVATOR** operators doing a feed grinding and handling business will find much to encourage them in the address published elsewhere by the president of the American Feed Manufacturers Ass'n as delivered at the Boston convention. The country distributor of both mixed feeds and concentrates will find it helpful to take on a good line put out by one of his big brothers in the central markets.

**WHEN** a city council after an elevator has burned amends its fire ordinances to prevent the rebuilding of the structure, about the only thing a grain dealer can do to prevent his site being made valueless is to erect a fire-proof plant.

**OFFICIALS** assure us that the absence of cases of false invoicing contrary to the Grain Grades Act is due to the publicity given by the Journal to the instances unearthed last year by the Department of Agriculture. Crooks never did like the light of day.

**LIGHTNING** rods are being installed on many elevators, to the protection of the elevators and the gratification of the insurance companies. Many other elevator operators could follow this lead with advantage to their business, not to mention peace of mind.

**GRAIN DEALERS** of some counties in the Southwest join in the expense of weekly reports on mortgages and liens affecting the title to grain to their own profit. Paying for grain a second time or collecting rent for shrewd landlords is not a pleasing diversion.

**SMUT HAS** become so prevalent in the wheat of many sections that every new elevator and flour mill is now being equipped to wash, scour and dry all smutty wheat. The discounts on some crops are so heavy that such equipment soon returns several times its cost.

**WHEN** the farmer wants meat scraps for his poultry and the grain dealer who sells or mixes feed has none on hand it is legitimate to tell him that linseed oil meal answers the same purpose, for egg production and hatchability, according to Bulletin No. 417 of the Ohio Exp. Sta.

**JOINING** the Boards of Trade at Kansas City and Chicago will give the manager of the Southwest Co-operative Wheat Growers Pool a first hand knowledge of the benefits to the farmer of the grain exchanges that will aid him in silencing the detractors of these organized and most orderly marketing agencies.

**AS THE** number of grades and kinds of grain handled at a station increases the number of bins needed to handle the business profitably increases. The advantage of having plenty of bins of carload capacity to keep each grade by itself should be apparent to every elevator operator who buys by grade.

**THE GOVERNMENT** report of Oct. 9 proved a dud as far as exciting any interest in either side of the market, but it should be a source of satisfaction that with the crops made the four leading grains are yielding more than last year with consequent greater prosperity to all concerned in the handling of the crops.

**THE GRAIN** dealer who refuses to extend credit and refers all applicants to the banker for a loan can flatter himself that he is in line with the biggest of big business. The four largest corporations in the United States having \$400,000,000 cash on hand are refusing to loan in the call money market at 2 per cent above what is obtainable in the investment market. Just as the steel, motor and telephone companies consider it unwise to enter into the banking business so should the grain dealer hold himself aloof.

**ENCLOSING** all spouting in all types of elevators keeps down the amount of fine explosive dust and keeps the dust in the grain where it belongs. The loss of dust out of a bushel of grain accounts for no appreciable shrink, but out of 100,000 bushels the loss would be heavy enough to merit serious consideration.

**A CLAIM AGENT** can not be expected to take the word of a shipper when proofs can be made available in the form of documents. Every claim should be accompanied by copies of all papers in order, the originals being retained as a precaution against loss of documents in the mails or in the claim agent's files.

**GRINDING** tramp iron up with feed has resulted in the death of several Texas horses and two thousand Long Island ducks with successful suits following for damages recently. Had magnetic separators been installed in the mills grinding the feeds, no deaths would have occurred; no damages would have been collected.

**ALLEGED ELEVATORS** thrown together by barn builders in different parts of the country have collapsed recently as reported in our news columns. No one without an engineering knowledge of the shifting stresses in grain bins is qualified to design or erect a structure in which a grain dealer can afford to invest his money.

**SOME TEN YEARS** ago a University of Wisconsin chemist discovered a method of utilizing the 43,137,514,000 pounds of corn cobs produced each year, but up to the present writing we have not learned of any manufacturer putting the invention to practical use and this great volume of cobs is still being used for fertilizer.

**THE UNPRECEDENTED** rate of 7½ cents for winter storage of grain in boats at Buffalo should be gratifying to investors in providing storage elevators on land at lower lake points of accumulation. Even Boston and the State Elevator at Oswego are going to share in this prosperity the coming winter for the first time in years.

**GRAIN SHIPPERS** who have a car of soft corn or damp wheat loaded ready to be rushed to the terminal market drier will not relish the demand by the Order of Railway Conductors at the Oct. 5 hearing by the federal fact finding commission that there be a change in the present rule of the railroads that would eliminate the practice of picking up cars by thru freight trains at intermediate points. Country shippers will be glad to back up the counsel for the 65 western railroads in their statement that the present practice is essential.

**COMPLAINTS** by German importers of the diseased condition of barley exported from certain states of the Union call attention to one feature of the United States law that works against the foreigners. While the Pure Food and Drugs Act requires the destruction of diseased, putrid and decomposed foodstuffs and forbids the sale of such within the borders even when correctly described, it is permissible to export the material, the home government charitably assuming the foreigners will use the feed as fertilizer.

NO GRAIN DEALER ever complained that he had too many bins in his elevator since the number of grades was increased to five under the federal inspection law. With premiums for protein ranging from 5 to 20 cents per bushel for the different percentage of this desirable factor the grain buyer has need for still more bins.

SOFT CORN should find a ready outlet to feeders this winter and so long as the price of cattle continues at the present high level the feeders will be a good credit risk for the grain shipper and banker. Dealers and brokers who have enjoyed a fair trade with feeders in other years will do well to get in touch with their former connections.

THE COST of grinding feed into a fine meal with a machine big enough to give the waiting farmer quick service is so much more than usually supposed it will pay the elevator man to calculate the power cost. In most cases this will result in marking up the charge for grinding 25 to 100 per cent to a point where the operator can stay in business.

IF SENATOR Capper can induce the weather man to send Jack Frost to the fields of wheat exporting nations before their wheat is ripe the politicians and the agitators will have no further use for so-called "farm relief" measures. If Canada had been able to harvest this year's wheat crop free from frost the world would have need of little wheat from the United States.

ILLINOIS POLITICIANS seem determined to make it as difficult as possible for the Chicago Board of Trade to provide proper store houses for the care of grain intended for delivery on future contracts. It may not be the desire of the politicians to drive the public warehouse business to adjoining states, but judging from recent developments that is exactly what they are doing.

GRAIN BUYERS who are anxious to realize a helpful profit from their business should draw off a detailed statement of last year's business so that daily they will be confronted with positive evidence of what caused their losses in handling the last crop. With this evidence facing them they should be able to improve their methods to the end that the crop will at least be handled without loss.

OVERGRADING by the buyer at the country station is a boomerang that hits hard when it comes back, as it always does. If the buyer is an independent dealer the returns on shipments put a crimp in his bank account. If he is agent for a line company he hears from headquarters, and if he is buyer for a farmers elevator company the fact comes out at the annual meeting to his discredit, as at the meeting of the Thornhill Co-operative Elevator Ass'n of Manitoba where the management informed all shareholders that they would have to stand a deduction of 8 cents per bushel on account of grain having been purchased as straight grade and graded tough when shipped out. This was on pooled wheat and goes to show that a grower who is a member of a pool never knows when he is thru. If grower had sold thru a private elevator he would not have an assessment.

WATER in wagon pits and elevator boots has put many elevator men of the Southwest temporarily out of business. Some of them have kept pumps going continuously in order that they might receive the grain offered. It would seem real economy to install water-proof pits and basements so as to obtain permanent relief from repeated interferences with the operation of their elevators by water.

MERCHANT MILLERS who persist in going around the terminal market receivers for supplies and even try to supply other millers with milling grain in competition with terminal market shippers are incurring the enmity of all receivers and destroying the public grain markets where each sale is made public. If any of the mills products now find a market with these members of the trade they are sure to lose it soon. Trying to monopolize any line of trade always wins bitter opposition.

THE ILLINOIS law enacted a few years ago copying the Iowa law for elevators on farms with warehouse receipts on which the farmer could borrow is just as dead a letter as its Iowa prototype. No doubt the sponsors of this legislation that now cumbers the statute books claimed it would be a great boon to agriculture, that the farm elevators would stabilize the price and fill a long felt want, but we have yet to hear of a single elevator being erected in Illinois under this law.

THE PROPOSED establishment of federal inspection of grain was again denounced by the grain trade at Boston. Grain dealers generally are convinced that the less interference with business by Government the better will conditions be surrounding both business and Government. The political theorists at Washington no doubt mean to do right, but their lack of practical experience leads them to enacting much legislation for the regulation of business which is intensely impractical and impossible.

THE LARGE corn crop calls for the erection of many new corn cribs and some farmers are providing air-tight metal cribs which are likely to result in considerable spoiled corn. Dealers should warn their farmer patrons against placing ear corn in any crib which is not thoroly ventilated. A free circulation of air in and about damp ear corn will soon carry off the excessive moisture and prevent it spoiling. Grain dealers buying corn containing an excessive moisture must expect a heavy shrinkage.

THE PENNSYLVANIA RAILROAD'S attempt to apply the old rule of "Shipper's load and count" to shipments of bulk grain is not only unreasonable, but is ridiculous. If the carrier is unwilling to accept the shipper's weights or settle for freight on the basis of destination weights then it should provide modern weighing facilities to its own satisfaction. Shippers have much more at stake than the carriers yet they are willing to accept destination weights especially when those weights are obtained under the careful supervision of the terminal market weighing bureau. Any attempt on the part of rail carriers to cast suspicion on these weights should be scoffed at until the carriers are able to file specific complaints or prove cases of incorrect weights.

ALL SUCCESSFUL local association work is now traceable direct to the group meetings to which all dealers of the section involved are urged to attend and participate in the proceedings. The Oklahoma Ass'n has recently held a number of group meetings with splendid results to the dealers and many new members for the State Ass'n. Most of these local meetings serve as a means of educating new or careless dealers in the profitable conduct of their business. Too many of the buyers who are new to the business overlook the small details which are necessary to follow closely in order to keep the business on the right side of the ledger.

ALL GRAIN shippers who make drafts against their shipments owe it to themselves to keep after their representative in Congress in the interest of H. R. 13153 which is designed to protect the makers of drafts thru banks which fail before remitting the funds collected. Many weak banks have dissipated the returns from drafts collected in the payment of their own liabilities thus diverting the shippers' money to their own uses. They prefer to protect their friends at home. The endorsement of this bill by the National Ass'n should be followed up by active work on the part of every grain shipper.

WORDS were not invented to conceal thought as some diplomats have asserted, but are used by clever grain brokers to protect themselves from getting hooked on a contract, as in the case of a recent arbitration between two feed handlers of Cleveland, O., and Jamestown, N. Y. Courtesy may have required a wire reply as claimed by the lone member of the arbitration com'ite but most dealers will agree with the majority that when an offer contains the words "subject to previous sale" and "if no change will be pleased to book your order" the buyer can not consider the trade closed until acceptance is received. The very fact that a 2-cent postage stamp was used to convey the offer is suggestive that others must have been sent the same offer, and that a wire sent after the close of the market may be too late and is probably a waste of telegraph tolls.

---

---

---

### Contentment.

I have to live with myself, and so  
I want to be fit for myself to know.  
I want to be able as days go by  
Always to look myself in the eye.  
I don't want to stand, in the setting sun,  
And hate myself for the things I've done.  
I want to go out with my head erect,  
I want to deserve all men's respect;  
But here in the struggle for fame and pelf,  
I want to be able to like myself.  
I don't want to look at myself and know  
That I'm bluff and bluster and empty show.  
I never can hide myself from me,  
I see what others may never see;  
I know what others may never know,  
I never can fool myself, and so,  
Whatever happens, I want to be  
Self-respecting and conscience free.

---

---

---

THE MOUNTAIN STATES Beet Growers Pool has gracefully yielded to the Supreme Court decision against it and announced that no penalty would be levied against member growers who go around the Pool to sell direct to the Great Western Sugar Co., the only buyer in that section of the state. If the landowners and tenants in that territory want to avoid trouble in the future with the beet pool they can profitably devote their acres to grain and will find the grain dealers anxious to pay full market price at harvest time.

INCREASING the duty on flaxseed from 40 to 60 cents a bushel to shut out importations would not have the effect desired by Governor Christianson in his telegram to President Coolidge. The duty on linseed oil should be increased also from the present rate of 3.3c per pound. This was neglected when the emergency tariff act of 1921 raised the duty from 20 to 30 cents per bushel, and left the duty on linseed oil 10 cents a gallon. The resulting jump in oil imports from 14,000,000 pounds in 1920 to 168,000,000 pounds in 1922 ruined the oil mills, kept down the price of flaxseed, and deprived the dairyman in the United States of linseed meal and cake for his livestock. In the light of experience we should not again indulge in half-baked legislation that does not preserve the economic balance by a substantial corresponding increase in the duty on linseed oil.

THIS WEEK is known thruout the land as "Fire Prevention Week" and it is to be hoped that grain elevator owners will contribute their share to reducing the number of fires and the cost of fire insurance. So many fires are extinguished in their incipency every student of fire hazards is convinced the number of fires and the amount of the fire losses could be reduced one half thru care and precaution on the part of property owners. Every month we have reports of elevator operators extinguishing fires with small fire fighters, yet many other elevators burn without interference because the property owners neglected to provide facilities for extinguishing fires. The old convenient barrel and bucket with its calcium chloride solution has always proved most effective, yet even today some elevator owners are without this simple apparatus for protecting their property. Why?

A CHANGE in the conditions of a contract of purchase and sale of grain for deferred shipment by either buyer or seller, even tho of small apparent importance, invalidates the contract unless accepted by the other party, as was the case in a recent arbitration between a buyer of two cars of cotton seed meal and a Kansas City broker. The decision went against the buyer, who neglected to ask for confirmation which really was a complete acceptance and valid as shown by the broker's duplicate. It disclosed, however, that the seller was but a broker and gave the name of the principal, against whom the buyer had and still has a good claim. Unfortunately the principal has failed in business. Altho contracts are valid and enforceable when the minds of the parties have met without confirmation, it is best to remove all doubts by insisting upon a confirmation in writing.

CAR SHORTAGES are impending in both Kansas and the Northwest due to heavy shipments to Duluth, Minn., which may require an embargo altho the peak of the grain movement from the Southwest has passed. The advisory boards of carriers and shippers have done everything possible, but after good management has succeeded in getting the maximum service out of present equipment the only recourse is to provide more box cars and improve the unloading facilities of the terminal elevators, so cars can be quickly unloaded and sent back to the country for another load.

EFFRONTERY of land departments of some railroad companies passes all understanding. Grain shippers provide the carrier with a depot for bulk grain on the right of way and then the company wants to charge an exorbitant rental. Last week an Illinois shipper had to go to the general offices of the Illinois Central at Chicago in an endeavor to keep the road from raising his rental from \$10 to \$100 where he is using only one-third of an acre in a district where land is worth only \$350 per acre. At 6 per cent the elevator site is worth only \$7 a year. If the grain shipper took down the elevator and re-erected it upon another road a dozen miles away the loss of the grain shipments would cost the traffic department of the railroad company several thousand dollars a year in freight.

## Independence for Feed Distributors Ass'n.

The proposition put before the members of the United States Feed Distributors Ass'n that before Nov. 1 they vote yes or no on canceling the present arrangement of affiliation whereby all differences with members of the Grain Dealers National Ass'n are subject to arbitration has very little to recommend it.

Affiliation with the Grain Dealers National Ass'n gives each feed distributor the privilege of arbitrating a difference with 3,379 other men engaged in handling grain and feed. Canceling the affiliation agreement under Article XI would restrict the opportunities for arbitration to the 102 other members of the Distributors Ass'n alone. The arbitration privilege is the most valuable one conferred by membership in the Ass'n, and if it is to be reduced to but three per cent of its present value the Feed Distributors will lose one of the principal factors holding their organization together.

The other alternative offered to the members that the Ass'n be disbanded, leaving the individual firms to join the National as direct members if the National changed its name to include the word "Feed" would deprive the Feed Distributors of controlling the annual dues to be paid by the feed handlers. Their dues would be set by the larger Ass'n. They are and probably would continue to be heavier than the dues for the smaller body. The feed handlers would be paying dues to the National of \$20 a year to get the arbitration privilege for which they as affiliated members now pay but \$1 a year.

Under the present arrangement the feed handlers have all the advantages of an independent ass'n in holding meetings at any time and place the same as do nearly a score of other

affiliated ass'ns that do not find their connection with the National galling. The proposed change would be for the worse.

## To Broaden the Chicago Future Market.

The appointment of a special com'ite of the Chicago Board of Trade to consider the feasibility of making grain in elevators at remote points in other states a good delivery on future contracts is a progressive step that recognizes changing conditions.

For many years past the Chicago Board of Trade has been going along satisfactorily without deliveries on any considerable percentage of the sales of futures. It has been well understood that the owner of grain in store at Duluth, hedged in the Chicago pit, had no intention at any time to deliver the grain on the Chicago contract, and the privilege of so doing would be of no value to him, especially if he had to pay the freight to Chicago. So long as the price of the expiring futures remained at the commercial level there has resulted no injustice to the cash grain handlers.

With constantly shrinking stocks of contract grain there has arisen in recent years an opportunity for natural or artificial corners with consequent criticism by business conduct com'ites and federal exchange supervisors, all of which could be done away with if all the grain in recognized elevators in Indiana or Wisconsin or elsewhere were made tenderable on contracts at the difference in freight, etc., as established currently by com'ites. The would-be cornerers would have too much cash grain to buy.

Since the present Governor of Illinois allows negro politicians to suggest the membership of the Illinois Commerce Commission which has control over public warehouses it is highly desirable to get out from under the domination of this body which had shown itself to be lacking in courage or intelligence to deal with the elevator question. Witness its handling of the application by the Chicago Board of Trade for a license for the Board of Trade Warehouse Corporation. The chief objection by this inept Commission seemed to be that men engaged in the grain business were to be directors of the Warehouse Corporation. Who else would know enough about the grain business to operate an elevator?

The new com'ite of the Board of Trade is attacking the elevator problem with an open mind and shows a commendable spirit in welcoming suggestions. A solution acceptable to all may confidently be expected.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. B. & Q. 104618 was set out on siding at Nevada, Ia., on Aug. 2, loaded with yellow corn and leaking under car door.—Frazier & Son.

## Defeat—

Is only the goad that drives courageous men to new endeavors.

Is another way of injecting iron into the blood of strong men.

—Is fate's way of daring us to go on with the fight.

—Is sometimes only the next door neighbor of victory.

—Roy L. Smith.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Construction of Cob Burner.

*Grain Dealers Journal:* We would like to have detailed information as to how a cob burner for use in connection with grain elevators should be built. This one will want to be about 20 ft. in diameter and 20 ft. high.—H. E. Kilmer, general manager Iowa Concrete Crib & Silo Co., Des Moines.

**Ans.:** Plan of a cob burner of concrete was published in this column June 26, 1927, page 713. Blue prints of plans of cob burners of approved design may be obtained from the Grain Dealers Fire Ins. Co., Indianapolis, Ind.

### Warehouse Receipts Wanted in Kansas.

*Grain Dealers Journal:* Please send us a copy of a warehouse receipt blank.

We are storing wheat for the farmer and we want to issue a warehouse receipt to him.—J. S. Friesen Grain Co., Lehigh, Kan.

**Ans.:** Form No. 4, Storage Tickets, is a negotiable warehouse receipt most applicable for use in the trade in every state where specifically worded blanks are not designated by statute. Kansas warehouse laws do not include any particular wording of storage contracts, as do the laws of North Dakota, and a few others.

### Rats Prey of Chlorpicrin Too?

*Grain Dealers Journal:* Kindly advise what fumigant to use for rat and weevil extermination.—Beebe Wise Grain Co., Claytonville, Ill.

**Ans.:** Chlorpicrin (Larvacide) kills both the rats and weevil. Chlorpicrin brings about a slow and positive death to rats, and after once being exposed life never returns to their bodies. This is contrasted with other fumigants which are not strong enough to kill rats, or do not affect them except under prolonged exposure, in which instance the rats leave the properties being fumigated, only to return after the process is completed. A full account of the application of chlorpicrin appeared on pages 123-128 of the January 25, 1928, number of the Grain Dealers Journal.

### Book on Peculiarities of Various Grains?

*Grain Dealers Journal:* Can the Journal tell me of a book or books showing the peculiarities of various grains and their country of origin and what special care is required for their treatment on discharge from steamers in this country and for storage, also showing the equivalence of cubic capacity in bushels?—Chas. A. Arkell, London, Eng.

**Ans.:** A book meeting these exact requirements has just been published by the Oxford University Press, London, entitled "Grain," by S. J. Duly, M. A., of the City of London College. The book contains chapters on the characteristics of the varieties of grain dealt with in commerce, the effect of moisture on grain, loss of weight in storage, etc. Accurate information on grain handling from the farm to the mill is given, especially with reference to the problem the importer meets, the author having been assisted in the collection of information by the London Corn Trade Ass'n.

The condition of the grain when unloaded is the principal point of interest, as determining several questions of the liability of the vessel,

whether the grain is of the contract quality, and if not, if the deficiency is due to inherent vice when loaded or fault of the vessel in storage so as to permit the grain to be damaged by heat from the engines or entrance of water.

### Liability of Receiver of Mortgaged Grain?

*Grain Dealers Journal:* We would like the Journal to advise us what position a grain commission merchant is in regarding mortgaged grain, that is whether a commission concern is held liable for the full value of mortgaged grain consigned to it. A reply giving us the State, Federal and Supreme Courts' decisions in this matter will be appreciated.

Also advise if a commission firm is held liable for a grain shipment when shipped by other than owner of grain mortgaged.—S. G. Cronin, manager Rocky Mountain Grain & Commission Co., Kansas City, Mo.

**Ans.:** In general no one can give a better title to property than he possesses, and property covered by mortgage cannot be sold and good title conveyed without the consent of the mortgagee, so that the owner or mortgagee, identifying his property, can seize it wherever found regardless of pretended sales.

One of the earlier cases is that of *Lucius P. Dolliff v. Robbins & Warner*, commission merchants of Minneapolis, where the Minnesota Court as reported in the Journal, Dec. 10, 1900, page 377, held that "A grain commission merchant who receives grain in the usual course of his business from one who had no title or right to dispose of same, and sells the same, is liable in trover to the true owner for the value thereof." "The measure of damages in such a case is the value of the grain at the time and place when and where the same was demanded from the commission merchant." "The latter, tho he may have paid the freight thereon, is not entitled to any deduction thereof."

In *Nicholson v. H. Poehler Co.*, 284 Fed. 992, it was held by the U. S. District Court that a commission merchant is not liable when as in South Dakota the state law authorizes the country elevator operator to ship stored grain and sell it at the terminal market.

On the other hand, the Supreme Court of Minnesota on Jan. 9, 1925, gave judgment against the Quinn-Shepherdson Co., Minneapolis, for wheat shipped and sold by the New Prairie Farmers Elevator Co., without settling with the farmers who had stored the grain. This case was reported in the Journal Feb. 25, 1925, and in 201 N. W. Rep. 615.

Further, the court said "The defendant purchased in good faith. Its innocence does not protect it." This was because the statutes of Minnesota permitted the country elevator operator to load out and sell the grain. "The statute changed the common law rule which made grain so deposited and intermingled a sale." Using this last quoted statement on the common law as a basis it could be maintained that when the grain from different owners was mingled in the country elevator the farmers storing or the mortgagees could follow the grain or the proceeds of its sale no farther than the operator of the elevator at the country station, and could not proceed against the commission merchant, under the common law.

This was the holding of the court June 30, 1926, in the suit by 80 farmers against the R. J. Stephens Grain Co. and the Ryer Grain Co. of Spokane, Wash., as reported fully in the Journal of July 10, 1926, page 35, where stress was laid upon the fact that the grain was mixed in the warehouse so that the delivery to the warehouse constituted a sale and not a bailment. In the language of the court "The simplicity of the rule of bailment is that the thing itself must be found and identified, whether in the hands of bailee or thief. Not so in this case. It would be impossible after this deposit to identify any of this grain. The farmers and depositors are estopped to deny that the grain companies who purchased the grain obtained full title to the grain shipped to them."

To determine the liability of the receiver it is necessary therefore to ascertain whether the shipment originated in a state such as North Dakota having a statute changing such mixing from sale to bailment.

In 1917 five farmers stored 7,225 bus. of oats with Inkster Bros. at Melvin, Ill., who shipped the grain to a Chicago grain commission firm who had made advances to the firm, which was financially involved. The farmers brought suit against the Chicago receivers and were given judgment in the Ford County Circuit Court. The Appellate Court reversed this. Farmers took an appeal to the Supreme Court of Illinois and were given judgment for 84 cents per bushel.

In the decisions we do not find any case where a mortgagee undertook to follow the grain from the country buyer to the commission merchants. This may be due to the common law requiring identification of the property, which became impossible after the grain went

into the common mass in the elevator, and which prevented following the grain farther.

According to the Supreme Court of Mississippi in *Ball, Brown & Co. v. Sledge*, 35 South. 447, the lien of a landlord does not attach to crops shipped out of the state, and the purchaser is not liable even tho he had notice of the lien.

According to the Supreme Court of Kansas in *Maelzer v. Swan*, 89 Pac. 1037, "the landlord's lien is only enforced against purchasers who have notice of such lien." Following analogy how could a grain commission merchant in a terminal market be expected to know of mortgages recorded in hundreds of counties in the interior of the states.

### Installation of Side Track?

*Grain Dealers Journal:* In one of the Journals some time ago, there was reported a court decision with reference to a controversy between some dealer and a railroad over the construction and maintenance of a railroad switch or spur.

In what issue did this appear?—W. B. Johnston, by W. G. Williams, Enid, Okla.

**Ans.:** The Interstate Commerce Commission ruling governing installation of side tracks was published in this column Aug. 25, 1928.

### Additional Storage for Port Arthur Elevator.

When Parrish & Heimbecker rebuilt their burned elevator at Port Arthur, Ont., in 1922 they did so with the firm conviction that the grain shipments from the head of the lakes were sure to increase with the passing of the years and therefore made provision in the plans for additional reinforced concrete tanks to be erected later.

The plant erected in 1922 had a working house 42 ft. 9 ins. by 46 ft. 3 ins., a storage tank annex 45 ft. 5 ins. by 69 ft. 8 ins., drier house and boiler house each 28 ft. long and a track shed. The working house is 184 ft. 6 ins. from basement floor to under side of roof. From the basement to top of storage tank is 107 ft. 6 ins., and to distributing floor 116 ft. The six tanks had a capacity of 25,000 bus. each, 4 of the interstice bins having a capacity of 4,750 and 4 others of 4,000 bus. each. The tanks are of reinforced concrete, 24 ft., 3 ins. center to center. In the working house are 46 bins with capacities ranging from 3,350 to 1,820 bus., the storage in this building amounting to 108,780 bus., including the two drier units. This was erected by the Canadian Stewart Co.

The new tanks since constructed by the Barnett-McQueen Construction Co. are 16 in number, bringing the storage capacity up to 900,000 bus., and giving the plant the handsome appearance presented in the engraving on front cover page of this number.

The two belt conveyors in the basement and the two in the cupola were extended under and over the new tanks. They are 36 ins. wide and 2,400 feet aggregate length. The bin bottoms and garner bottoms are of steel. The galvanized iron is of the Armco brand.

The working house is well equipped with machinery for handling and cleaning, the ten cleaners including discs, No. 10 Monitor Separators, and No. 6 Monitor Screening Machine.

Power is supplied by 25 electric motors aggregating 694 horse power, the current being stepped down from 22,000 volts by transformers to 550 volts. The motors are of the squirrel cage type. The legs are driven by 100 h.p. motors thru Link Belt Silent Chain, a 50-h.p. motor drives the car puller by gear; a 40-h.p. motor drives the fan for the 500-bu. Morris Drier, while the cross conveyor is driven by a 7½-h.p. motor.

Parrish & Heimbecker, Ltd., is officered by W. L. Parrish, pres.; Norman Heimbecker, vice pres. and general manager, and W. J. Dowler, sec'y-treas. F. J. McLean is superintendent of the elevator.

An excellent photograph of the elevator is reproduced on the outside front cover of this number.

## Chicago Public Elevator Com'te Active.

The special com'te which will make a complete study of the public elevator situation under a resolution adopted by the directors of the Chicago Board of Trade elected James E. Bennett the chairman on Oct. 2.

Refusal of the Illinois Commerce Commission to grant a license to the Board of Trade Warehouse Corporation created under the McCarthy law passed by the last legislature brought about the appointment of the com'te by President Samuel P. Arnot of the Board of Trade.

Under the resolution the com'te will determine whether the Board of Trade should build or lease and operate, or contract with others to operate public elevators in Indiana or Wisconsin, or "secure the erection and operation of such elevators by the railroads or other outside interests."

It will likewise be determined whether deliveries on future contracts on the Board of Trade may also be made at outside concentration points on the basis of established differentials.

Telegrams and letters from towns in Indiana urging the establishment there of public elevators were received Oct. 4 by Chairman Bennett.

The drive of Indiana towns for a part of the Chicago grain business follows instructions of the exchange directors to the com'te to report on the desirability of having elevators in Indiana and Wisconsin.

Such steps would free the exchange of the handicaps incident to the refusal of the Illinois Commerce Commission to grant a license to the Warehouse Corporation organized in compliance with the new state law.

Chairman Bennett said northern Indiana's industrial district, with its network of rails and its excellent switching and harbor facilities, offers unusual opportunity for future expansion of Chicago grain business.

"This business," Mr. Bennett said, "is now restricted by great congestion in the immediate Chicago district. Hence there is merit in giving serious consideration to this phase of the question."

"Harbor facilities of Chicago proper and the Calumet district have not kept pace with growth in lake traffic, nor with development of the Welland Canal. That channel is being deepened to 24 feet by the Canadian government, with locks equalling those at Sault Ste. Marie, ca-

pable of receiving the largest lake traffic. The grain trade demands better facilities. We must look to our future."

Other members of the committee are B. A. Eckhart, Harry A. Wheeler, Edward L. Glaser, G. Willard Hales, Frank G. Coe and Lester N. Perrin.

## Annual Conference of National Better Business Commission.

Leaders in American governmental and financial life were among the speakers who addressed the thirteenth annual conference of the National Better Business Commission held at Chicago. The Commission is composed of the forty-six affiliated local Better Business Bureaus situated in the United States and Canada.

Among those of national prominence who appeared before the Conference was Edward T. Hall, Vice-President of the Ralston Purina Co., and President of the National Better Business Bureau, Inc.

Organized to promote and protect confidence in business through the elimination of frauds and fakes in selling and advertising practices, the Better Business Bureau Movement as a whole is supported by 12,000 industrial organizations which contribute about \$1,000,000 annually for its support. Financial support is given by bankers, securities dealers, merchants, publishers, and manufacturers who unite in the Better Business Bureau Organization to retain for legitimate business the millions of dollars which crooks and swindlers annually seek to divert for their own gain. The grain dealers of the land could accomplish much along the same line if they would take a firm stand against the fakir and market tipster and force their trade ass'ns to join in a campaign against all market forecasters whether in the employ of the Government or living off a list of suckers.

Corn starch, corn syrup, gluten feed, face powder, wall board, gun powder, breakfast food, papier-mache, rayon silk and 175 other products are listed in the products made from corn and the corn plant, in a new bulletin written by Lionel K. Arnold of the Chemical Engineering Department of Iowa State College, Ames, Ia. The bulletin is No. 16 and carries the title "Utilization of Agricultural Wastes."

## Miss Clyde Jackson, Deceased.

Miss Clyde Jackson, 58, who for many years operated a grain elevator at Petersburg, Ind., turning it from failure into success, passed away at her home in Petersburg late last month. It is believed she was the first woman operator of a grain elevator in southern Indiana. She had been in failing health for a year, and death followed a short illness. Her mother and only sister had preceded her less than two years ago.

Miss Jackson was a graduate of the Petersburg high school. Her father being dead, she was immediately thrown upon her own resources. In April, 1903, she accepted a position as bookkeeper with the Petersburg Milling & Grain Co. Three years later she bought a block of stock in the company and was made its sec'y.

In September, 1913, Miss Jackson severed her connection with this company to open a grain elevator on the Evansville & Indianapolis R. R., formerly known as the S. J. Haines Elevator, which had been closed for two years. Being particularly adapted to the business, the venture became successful under her management. During the days of wheat raising she bought many thousands of bushels of wheat. When corn became the important grain, she purchased great quantities of corn.

Following the demand of the times, she opened a flour and feed store. This, too, was a success from the start. She was well and very favorably known to the Indiana grain trade.

## Complaints of American Barley.

Twenty thousand tons of American barley, the first delivery on an order for 500,000 tons to be delivered to German ports before Jan. 1, resulted in a wave of protest and passing of a decree on the part of the German Federal Council, restricting importations of American barley to grain grown in Texas, Oklahoma, Kansas and Colorado.

The 20,000 tons received were immediately delivered to German farmers and portions were fed to pigs. At first the pigs refused to touch the grain, but on being left to become hungry, finally began to eat some of it. Shortly thereafter they showed signs of colic. A few of them died, tho most of them recovered.

Investigations were immediately begun by the Veterinary Research Bureau and other German authorities and it was found the American barley was infected by a fungus known as gibberella sanbinetti, poisonous to livestock. Farmers were warned by radio not to feed the imported grain to livestock and were told how to detect the disease.

Gibberella sanbinetti is known in this country as the wheat scab fungus and attacks the plant when it is heading into fruit. The German Veterinary Research Bureau has begun efforts to kill the poisonous growths on the grain and make it edible for livestock. Its experts say that experience teaches the fungus grows only in wet, tho not necessarily swampy ground. The grain shows a black tip in moderate cases, and a crimson hue when the infection is most dangerous. Efforts are being made with washing for 24 hours in running water, but no reports have been passed out regarding success.

Cabled information from Hamburg states the Hamburg Ass'n of Grain Dealers has decided to accept shipments of American barley, but Bremen and Berlin importers will reject them in view of the embargo. The only condition under which grain from other than the specified four states will be accepted is by submitted samples which will be tested at stations erected at Bremen, Hamburg, Emden, Stettin and other ports. The embargo will remain effective until Nov. 15, and will probably be continued unless the difficulties can be settled before that date.

Investigations are also under way in American exporting circles and by the U. S. Department of Agriculture.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Oct. 15-17. Southern Mixed Feed Manufacturer's Ass'n third annual convention, Peabody Hotel, Memphis, Tenn.

Oct. 23.—Ohio Grain Dealers Ass'n Fall Meeting, Columbus, O., New Southern Hotel. Meeting to start with noon luncheon. Directors' meeting previous evening, same place.

Oct. —. Nebraska Grain Dealers Ass'n First Annual Convention.

Oct. 30-31, Nov. 1. Nebraska Farmers Grain Dealers Ass'n Silver Anniversary, Hotel Rome, Omaha, Neb.

Nov. 1-2. Ass'n of Feed Control Officials at Washington, D. C.

Dec. 11-13. Farmers Elevator Ass'n of South Dakota at Mitchell, S. D.

Feb. 5-7. Farmers Grain Dealers Ass'n of Illinois, at Joliet, Ill.

Feb. 5-7. North Dakota Farmers Grain Dealers Ass'n 18th Annual Convention, Fargo, No. Dak.

Feb. —. Eastern Federation of Feed Merchants Semi-Annual Meeting.

1929, Kansas Grain Dealers Ass'n, Wichita, Kan.

1929.—Grain Dealers National Ass'n at Peoria, Ill.



Miss Clyde Jackson, Petersburg, Ind., Deceased.

The only sure way of winning the friendly good will of your public is truly to deserve it.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Would Limit Invisible Loss in Canada.

*Grain Dealers Journal:* I have been trying for several years to have an official ruling similar to the one in force south of the line as fixed by the Interstate Commerce Commission as to the invisible amount allowed on cars of grain in transit, to apply on this side of the line, but so far without success, as neither the Board of Grain Commissioners nor the Board of Railway Commissioners think that they have jurisdiction to give a decision on this important point.—D. D. Campbell, claims agent, Winnipeg, Man.

In the United States the deduction for so-called natural shrinkage is not governed by federal law, but has been established by the railroad companies without the approval or disapproval of the Interstate Commerce Commission. It is within the power of the carriers to reduce the deduction to less than  $\frac{1}{4}$  of one per cent, the actual loss in fact being on the average much less than  $\frac{1}{4}$  of one per cent. One western state has a statute allowing the deduction of  $\frac{1}{4}$  of one per cent, but the State of Illinois has a law forbidding any deduction whatsoever.

Grain weights on railroads were threshed out several years ago by the Interstate Commerce Commission and the result is contained in its Docket 9009.—[Ed.]

The entire grain trade is severely scored every time one of its number goes broke. Why this criticism is heaped on the trade when one of its fold goes "hay-wire" may be found in the plausible explanation that country newspaper editors can thus increase their circulation.

Canada practically bankrupted its railroads to help the Prairie Province farmer with better export possibilities. The rail rates are not comparable with anything to be found in United States. While American politicians have given some thought in this direction, as evidenced by the Hoch-Smith resolution, little or nothing has been done to combat the advantages of the Dominion wheat grower.

Consignment solicitors have been known to walk from elevator to elevator, to ride bicycles, motor-cycles, trail along behind old Dobbin, ride on freight and passenger trains, drive their own motor cars, and one Paul Revere-type solicitor was recently reported to have made his rounds on horse-back. There are only two more mediums of transportation left, the glider and the small "spad" type airplane.

Grades of grain in Canada are varied annually to suit the variance in the quality and dockage of grain raised. This accounts in a measure for the fact that some 96,000,000 bushels of United States wheat have been exported this season through Montreal. The U. S. wheat grower can not expect to compete with his Canadian brother with this decided disadvantage. The foreign buyer has a strong preference for any grain called "No. 2," no matter what dockage it contains.

Hedging all purchases and sales has oft-times saved the elevator operator his happy home. And statistics prove that the grain dealer who always hedges everything year in and year out is by far the most successful in the long run—probably because "Nobody ever went broke taking a profit." The grain trade, differing from other trades, has yet but one experience to record. It is that of a wife getting a divorce from her husband because he didn't hedge.

### Observations.

By TRAVELER.

GOOD BUSINESS SENSE and the spirit of cooperation is expressed at the infrequent points where competitors have combined to purchase an unnecessary elevator which their communities found it impossible to support. Where a business is split two ways instead of three or four it is much more likely to prove profitable. Many stations in grain shipping territory have more elevators than are needed. Dealers at such points would do well to consider carefully the "elimination by purchase" of the excess elevators.

CONTRACTING GRAIN for future delivery and failing to hedge the purchase has been the rock on which many a promising grain business has been wrecked. The practice is a wild chance. Speculation on the Board has the advantage of quick action so the speculator can take his losses before they become insurmountable. We hear of a broker and merchandiser who contracted a number of cars of wheat last spring at a high figure. When the cars were delivered it was learned to his dismay, that wheat was unfit to apply on his contracts with the mills. Mr. Broker had to make good and it cleaned him out.

LOW MARKETS are ordinarily the cause of considerable complaint among the grain dealers. This year is no exception. But this year many Kansas dealers have cause to bless the low markets for slowing up the movement and getting farmers to store their grain on the farms where it dried out enough for safe handling before being delivered. There is still a great deal of wheat in the hands of Kansas farmers. This will come in sometime and it is sure to be delivered in better condition than it has been during the harvest season.

PROFITS ARE LOST and principal materially reduced when situations like that at a Central Kansas station arise during the heavy movement. Two elevators began fighting for the business with their pocket-books instead of their intelligence. Perhaps one was selfish and wanted it all. Perhaps the same was true of the other. In the case at hand the price on ordinary wet wheat such as Kansas raised this year, was bid up so high that another elevator some eight miles distant, preferred to dump the grain it had on hand in trucks, pay trucking charges and selling it to the fighters rather than load it in cars and ship to the terminal markets. It claimed it could make more money on its grain that way than it could by shipping. The local situation had material effect on grain dealers in surrounding territory, tho fortunately this did not spread

as far as it would ordinarily because of the wet weather and the discouraging condition of the roads. No man can live unto himself alone and it cannot be characterized as anything but unfair wilfully to disrupt the trade of a territory, particularly when such trade is manifestly none too profitable.

"BOTH ELEVATORS at this station were locked and the managers were out of town." How was that for business conditions—at two Kansas elevators in the same town for the first week of August? Any farmer who had hauled a big load of wheat ten miles to that station only to find both houses locked would have been sore on that grain market for a long time to come. Why not take turns in going to the county fair.

COUNTRY ELEVATOR operators have more free advertising space at their command than any other class of merchants of which we have knowledge yet few of them use that space to advertise the advantages of their business. If I were operating a country elevator in pool territory I would paint in large letters on opposite sides of the elevator, "Cash paid for grain day it is received." That might convince some of the pool members of at least one advantage of selling their grain for cash and putting their money to work. Most firms carrying a large balance with strong banks are paid a liberal rate of interest on daily balances. I have often wondered how the pool distributed its interest earnings from daily balances. Every one will admit that the interest belongs to the pool members, but who gets it?

Mixing different varieties, not to mention different grades of grain, has cost country grain shippers untold millions.

Having extra buckets, belt lacings, fuses, lamp bulbs, and the like, around the elevator for use in case of the failure of some operative part of the plant makes replacements easy and not a matter of delay and loss in profit because of inability to serve your customers.

There is a bit of psychology in bidding for grain on the grade most prevalent in the territory. This method would undoubtedly be found to create greater satisfaction among the farmers, in that a premium over the price bid would be paid them for better than average quality grain.

Overbidding for the first good crop that comes along after suffering from drouth and crop failures for two or three seasons is a practice difficult to understand. "Live and Let Live" is a mighty profitable policy. Wasting time and particularly capital in fighting one's competitor is a mighty expensive and short-lived proposition.

### Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at the following markets for the past two weeks have been as follows:

	Sept. 26.	Sept. 27.	Sept. 28.	Sept. 29.	Sept. 30.	Oct. 1.	Oct. 2.	Oct. 3.	Oct. 4.	Oct. 5.	Oct. 6.	Oct. 7.	Oct. 8.	Oct. 9.	Oct. 10.
<b>WHEAT.</b>															
Chicago	118½	118½	118½	117½	116½	118½	117½	118½	118½	119½	119½	119½	118½	118½	116½
Kansas City	111½	112	112	111½	110½	111½	111½	112½	112½	113½	113½	112½	112½	112½	110½
St. Louis	117½	117½	117½	116½	115½	117½	117	118	118	119½	119½	118½	117½	117½	116½
Minneapolis	114½	114½	114½	113½	112½	114½	113½	114	114½	115½	114½	113½	113½	112½	112½
Duluth (durum)	102½	103½	102½	101½	100	101½	101½	102½	103½	104½	104	100½	98½	98½	98½
Winnipeg	115½	115½	116½	115½	115½	117½	117	118½	119½	121½	121½	119½	117½	117½	117½
Milwaukee	118½	118½	118½	117½	116½	118½	117½	118½	118½	119½	119½	118½	118½	118½	116½
<b>CORN.</b>															
Chicago	79	78½	78½	78½	78½	79½	80½	81½	83	83	82	81½	80	80	78
Kansas City	72½	71½	72½	71½	72	73½	73½	75½	76½	76½	75½	75½	73½	73½	73½
St. Louis	78½	78½	78½	78½	78½	79	80	81½	83	83½	82	81½	81½	81½	81½
Milwaukee	79½	78½	79	78½	78½	79½	80½	82	83½	83	82	81½	81½	81½	81½
<b>OATS.</b>															
Chicago	42½	42½	43	42½	42½	42½	42½	43½	43½	44	43½	43½	42½	42½	42½
Minneapolis	39½	39½	39½	39½	39½	39½	39½	40½	40½	40½	40½	39½	39½	39½	39½
Winnipeg	52½	52½	52½	52½	52½	52½	52½	53½	53½	54	53½	53	51½	51½	51½
Milwaukee	42½	42½	43	42½	42½	42½	43	43½	43½	44	43½	43½	43½	43½	43½
<b>RYE.</b>															
Chicago	101½	102½	102½	102	101½	103½	103½	105½	106½	107½	106½	105	103½	103½	103½
Minneapolis	96½	96½	97½	96½	95	96½	98	99½	100½	101½	100½	99½	98	98	98
Duluth	95½	96	96½	95½	94½	96½	99	100½	101½	101½	101½	99½	98½	98½	98½
Winnipeg	98½	99½	99½	98½	97½	100½	100½	101½	101½	106½	105½	104	101½	101½	101½
<b>BARLEY.</b>															
Minneapolis	62	62½	63½	62½	62½	62½	62½	62½	63	63½	63½	63½	62½	62½	62½
Winnipeg	66½	67	67½	66½	65½	67	65½	66½	67½	69½	69½	69½	65	65	68½

## Proposed Withdrawal of the Feed Handlers from the National Ass'n.

D. J. Schuh, of Cincinnati, O., sec'y-treas., of the United States Feed Distributors Ass'n has sent members the following outline of the proposal made at the Boston convention for independence of the Grain Dealers National Ass'n:

To assist in gaining the proper perspective of the proposition and to present a picture of the consequences to follow either move, your Board of Directors submits the following:

(These reasons favoring an independent body are the views of Board members expressed to President Burns in their letters addressed to him on the subject:)

Many of our members are not served in the activities of the Grain Dealers National Ass'n since their interests while similar in many instances are identical in few.

Inasmuch as the Feed Arbitration personnel of the Grain Dealers National Ass'n is recruited from the membership of your Association, its accomplishments are reflected in the activities of the Grain Dealers National Ass'n instead of in ours. Therefore, it has been submitted that on this score, as an independent body, our members would entertain a greater appreciation of our organization's value to them.

Our members would then be kept conscious of the necessity for their Ass'n's continuance.

Our members would then take more pride in and give more of needed consideration to the affairs of their Ass'n, since they would have a sense of responsibility for its life.

This Association could then hold its annual meetings at such time and place as may be desirable for its members. At such meetings opportunity (now lacking) would be had for well-attended meetings and serious discussions of your problems.

A larger membership should result since many feed distributors not identified with us or with the Grain Dealers National Ass'n would join our ranks.

(THESE REASONS AGAINST forming an independent body and favoring a merger with the Grain Dealers National Ass'n, have also been submitted to Mr. Burns:)

The prestige of a larger grain and feed dealers Ass'n.

The presence of practically every advantage to be found in an independent association.

The permanency of the Ass'n.

Elimination of duplication of effort in overlapping activities. To answer the question that will inevitably arise—

Your Board of Directors did not officially endorse the proposition herein, but the individual expressions of Board members, while in session following the annual meeting, were somewhat mixed, with a rather general leaning towards an independent body. Some of the Board members were emphatically in favor of the formation of an independent body, while none present at the meeting was opposed to such procedure.

The following resolutions were unanimously adopted at the Eighth Annual Convention:

Resolved, That the proper officers be and are hereby authorized to submit to the membership, by mail, a ballot (with an explanation) on which the members shall be given an opportunity to indicate, on or before Nov. 1, 1928, by a "yes" or "no" vote their wishes with respect to repealing, effective on such date as the Board of Directors may determine, Article XI of the "Articles of Association and By-Laws" of this Ass'n; or the said Board shall be authorized to merge this Ass'n with the Grain Dealers National Ass'n, effective as of such date as the said Board shall deem expedient, providing the Grain Dealers National Ass'n changes its name to include Feed.

Resolved, That in event two-thirds of the members voting in such referendum on or before Nov. 1, 1928, favor the repeal of Article XI (referred to in the resolution quoted next above) the Board of Directors shall, by such two-thirds vote, be authorized to substitute for the repealed Article XI provisions for arbitration by our Ass'n and shall do or cause to be done all things necessary and needful to the conduct of an independent Ass'n and to the establishment of an arbitral tribunal within this Ass'n.

Resolved, That in event two-thirds of the members voting in such referendum on or before Nov. 1, 1928, favor merging with the Grain Dealers National Ass'n on the terms stated in the first resolution quoted above, the Board of Directors shall, by such two-thirds vote, do or cause to be done all things necessary to such merger.

Arcola, Sask.—The C. P. R. carried a train of 135 cars, all loaded with wheat, out of here on Sept. 30, headed for Winnipeg. The train was over a mile in length and is claimed to be a world's record for handling wheat.

## C. A. Young Passes Away.

C. A. Young, 73, for many years a broker on the Winnipeg Grain Exchange, passed away early on Sept. 28 at his Winnipeg residence.



C. A. Young, Winnipeg, Man., Deceased.

Members of the organization caused a break in the session out of respect to his memory, tho Mr. Young had not been active for some years.

Mr. Young was the last of five brothers who started by farming in Manitoba early in their careers. He became a member of the Winnipeg Exchange in 1897 and was its pres. in 1902. He had been in failing health for some time. His widow survives him.

Ear Corn should be shelled and not ground according to the Ohio Exp. Sta. The lot of steers fed shelled corn gained 2.48 pounds per day on a ration of 14 pounds of shelled corn, 2 pounds linseed meal, 2½ pounds mixed hay and 6 pounds of silage. An average gain of 2.13 pounds was made by the steers receiving 14.31 pounds of corn and cob meal and the same amount of the other feeds. It would have required 90 days for the ground ear-corn cattle to have gained as many pounds as the cattle fed shelled corn gained in the 77 days. Instead of feeding ground ears it pays better to buy a little concentrate from the elevator man to be fed with the home grown shelled corn.

## Chief Grain Inspectors Opposed to Overloading Cars.

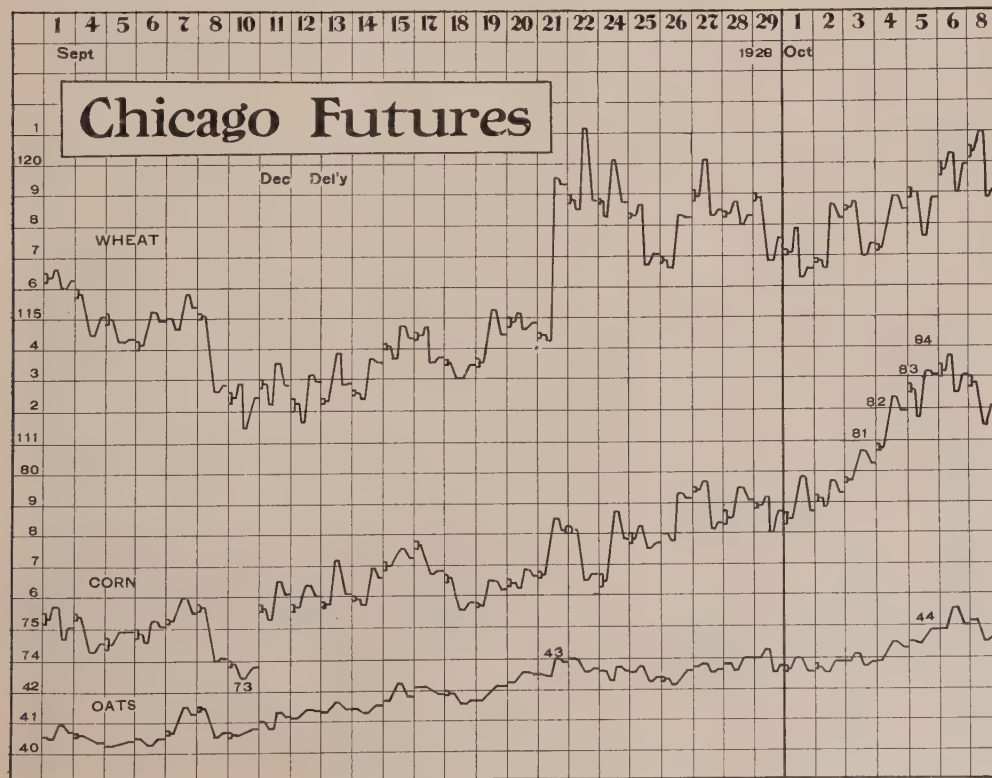
The Chief Grain Inspectors Nat'l Ass'n at its annual meeting in Boston last month adopted the following resolution:

Whereas, The American Railway Ass'n through its car service division has instituted a campaign throughout the grain shipping territory to increase the average load of grain placed in cars, and

Whereas, The advertising matter issued by the A. R. A. seems to be designed to vitiate the existing tariffs of the carriers that take into account the necessity for allowing twenty-four inches of space between the surface of the grain and the roof of the car to permit proper sampling, therefore, be it

Resolved, That it is the unanimous opinion of the Chief Grain Inspectors' National Ass'n, in convention assembled, that the practice of loading cars of grain without due consideration for allowing sufficient space above the surface of the grain to permit sampling will result in an endless number of situations inimical to the best interests of the grain trade of the country, as improper and inaccurate samples of grain cannot fail to result in costly errors in grain inspection. Be it further

Resolved, That it is the consensus of this meeting that any movement on the part of the A. R. A. suggesting to grain shippers that they ignore the twenty-four inch loading rule should be strenuously opposed.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Gillette, Wyo., Oct. 8.—Wheat is exceptionally nice in this section, but only about 25% has been hauled in. Farmers are holding for higher prices.—Kirby & Stone.

Middle Point, O., Oct. 5.—The crop of corn will be one of the best as to quality and condition that we have had for a number of years. It is well matured and of average uniform grade. Moisture content will be light due to a dry season and we are well pleased with the prospects.—H. G. Pollock, The Pollock Grain Co.

Springfield, Ill., Oct. 3.—A general killing frost on Sept. 27 killed foliage of late corn. Little damage to the ears was done since the crop was quite well matured. Winter wheat seeding is well along in northern and central counties and some of the wheat is up. Some areas in the southern division of the state are dry.—Clarence J. Root, meteorologist.

Oklahoma City, Okla., Oct. 1.—The seeding of wheat is becoming more general every day and while rain is needed badly thruout the wheat belt, indications are for a normal acreage compared with last fall's seeding, except in southwestern Oklahoma where the acreage may be reduced 25% to 30% if dry weather continues. Row crops give promise of fair yields, milo maize and kafir especially, notwithstanding extremely dry weather. Indian corn is made and seems to be dry and in good marketable condition for new corn.—C. F. Prouty, sec'y, Oklahoma Grain Dealers Ass'n.

### Spring Wheat and Corn.

Chicago, Ill., Oct. 3.—Oct. 1st estimate on spring wheat is 315,000,000 bus. compared with our Sept. 1 estimate of 319,000,000 bus. and the 1927 crop of 319,000,000. Corn estimate for the United States is 2,987,000,000 bus. against our Sept. 1 estimate of 3,038,000,000 and the 1927 crop of 2,774,000,000. Oats estimate is 1,444,000,000 bus. against our Sept. 1 estimate of 1,432,000,000 bus. and the 1927 crop of 1,184,000,000.

The moderate reduction of our estimate made a month ago is due to further decline in the South which has a very poor crop this year, and to a more accurate reflection of the damage from dry weather late in August and during September in the West and parts of Ohio. The condition is 80% compared with a 10-year average of 77.2% and forecasts a yield per acre of 29.2 bus.

The replies indicate that 88.3% of the total yield will be of merchantable quality; a year ago the same correspondents estimated 75.3%.

The Oct. 1 estimate on spring wheat is as follows: Minnesota, 22,910,000 bus.; North Dakota, 137,363,000; South Dakota, 33,453,000; Montana, 61,650,000; total, 255,376,000 bus. for the four states in which most of the spring wheat is grown.—Nat C. Murray, statistician, Clement, Curtis & Co.

### Corn and Spring Wheat.

The condition of corn is 80.3% of normal. Indicated production, based partly on condition and partly on estimated yield per acre, is estimated at 2,991,000,000 bus. The crop by leading states, in million bus., follows: Illinois, 378; Kansas, 191; Missouri, 215; Indiana, 162; Ohio, 136; Iowa, 499; Nebraska, 208; South Dakota, 103; Minnesota, 153; Texas, 110; Oklahoma, 75. Yields are below expectation. Drying of foliage shows only moderate earing and average sized ears.

Illinois and Indiana report 4% of the corn damaged by frost, Ohio 3%, and Iowa 10%. These states report corn dry for this time of year and most points look for Nos. 3 or 4 grades by Dec. 1.

Yield per acre returns of spring wheat indicate a crop of 314,000,000 bus. and oats a crop of 1,442,000,000 bus., or the same as our previous forecast of these crops. By leading states, spring wheat, in millions of bus., follows: Minnesota, 24; South Dakota, 32; North Dakota, 137; Montana, 59; three Pacific Northwest states, 34.

Production of wheat in western Canada was indicated on Oct. 1 at 59,000,000 bus. for Manitoba, 319,000,000 for Saskatchewan, 169,000,000 for Alberta, or a total of 547,000,000 bus. against the Sept. 1 indication of 538,000,000.

Our estimate for all Canada is 570,000,000 bus.

Final official estimate last year was 440,000,000 bus.—R. O. Cromwell, statistician, Lamson Bros. & Co.

### Government Crop Report.

Washington, D. C., Oct. 9.—The Crop Reporting Board of the United States Department of Agriculture makes the following forecasts and estimates for the United States, from reports and data furnished by crop correspondents, field statisticians and co-operating state boards (or departments) of agriculture and agricultural colleges:

	Acreage, 1928.		Condition	
	Per cent of 1927.	Acres, million.	Oct. 1, 10-yr. av. Per cent.	Oct. 1, 1928 Per cent.
Corn .....	103.6	102,380	77.2	77.7
Winter wheat... 4 states .....	95.2	36,125	....	....
Other spring wheat, U. S. ....	116.6	6,147	....	....
All wheat.....	100.2	15,478	....	....
Oats .....	98.5	57,750	....	....
Barley .....	99.9	41,974	....	....
Rye .....	129.5	12,243	....	....
Buckwheat .....	95.8	3,535	....	....
Flaxseed .....	102.1	840	82.2	76
Rice, 5 states....	97.4	2,831	72.0	75
Grain sorghums....	94.2	923	84.1	82.6
Potatoes, white....	102.6	6,905	77.0	76.6
Broomcorn .....	109.2	3,842	75.5	....
Beans, dry edible .....	109.7	260	....	....
Soy beans.....	107.2	1,735	....	....
Cowpeas .....	101.6	2,309	79.9	82.1
Velvet beans....	97.8	2,410	71.6	71.9
Hay, all tame....	....	....	70.4	76.2
	95.6	58,631	....	....

### PRODUCTION OF IMPORTANT CROPS.

Total prod. in millions.

	Harvested, 5-yr. av., 1922-26.	Harvested, 1927.	Indicated Oct. 1, 1928.	Indicated yield per ac. Oct. 1, 1928.
Corn, bu.....	2,776	2,774	2,903	28.4
Winter wheat... 556	553	579	16.0	
Durum wheat... 62	76	85	13.8	
Other spring wheat .....	190	243	240	15.5
All wheat, bu....	807	873	904	15.7
Oats, bu.....	1,352	1,184	1,453	34.6
Barley, bu.....	192	264	351	28.6
Rye, bu.....	63.8	58.8	43.3	12.2
Buckwheat, bu..	13.7	16.0	14.8	17.6
Flaxseed, bu....	20.1	26.6	22.5	7.9
Rice, 5 states, bu.	36.3	40.1	38.8	40.3
Grain sorgh., bu.	115	138	125	18.1
Potatoes, white, bu. ....	394	407	464	120.7
Broomcorn, tons.	55.9	39.6	44.0	338
Beans, dry edible, bu.....	16.3	16.9	15.9	9.2
Hay, all tame....	91.0	106.5	92.7	1.53

Sioux City, Ia.—The proposed rates on sweet clover seed from points in South Dakota and North Dakota to Sioux City, which would nearly double the present rates, have been suspended pending hearing before the I. C. C. at Sioux City on Nov. 2. The schedules proposed by the railroads would have increased the rate by about \$100 a carload and was to have gone into effect on Oct. 1.—Art Torkelson.

W. N. Jardine, U. S. Sec'y of Agriculture, visiting relatives and friends in Pocatello, Ida., and Logan and Salt Lake City, Utah, early this month, advised wheat growers against too rapid marketing of their wheat, saying prices would surely rise. Fortunately Mr. Jardine did not say when. Is anyone in the market for free advice on market trends from our all-knowing and bureaucratic Department of Agriculture?

Omaha, Neb.—The Wheat Growers Finance Co., Inc., has been organized by S. R. McKelvie, J. M. McNally, and E. C. Reynold, with capital stock of \$50,000. It will act as a fiscal or general agent for other corporations. Perhaps this has something to do with the plan proposed by Robert S. Brookings, founder of the Brookings Institute, Washington, when he sent communications to the Senate Com'te on Agriculture and Forestry and members of the Senate and the House urging large-scale farming.

### Large Scale Farming.

Robert S. Brookings, founder of the Brookings Institute, Washington, proposes application of industrial economies to agriculture by the organization of large farm units operated as corporations. In an article entitled "Conversion of Agriculture Into a Prosperous Industry," he remarks:

My own opinion is that the best means of hastening the present slow and harrowing process of agricultural regeneration is by the formation of agricultural corporations which will accomplish in organization and management what big business has accomplished for industry. Following the method pursued in the organization of the United States Steel Corporation, the most inefficient farms, which as now operated are worth less than nothing, would be paid for in safe bonds of the "Agricultural Corporation" with some regard for their potential value; and the most efficient farms would receive their full present value in the same bonds, and their efficient managers become the department managers of the corporation.

In conclusion, I cannot reiterate too strongly my own earnest conviction that the one great source of "farm relief" consists, not in raising prices, but in encouraging those sound business methods in agriculture which have developed many of our other industries into their world-dominant position of efficiency, such for example as the automobile industry. This, while lowering, instead of raising, the prices of agricultural products, will make that industry as profitable and attractive as any other in this, our great land of opportunity.

In the course of outlining his plan Mr. Brookings calls attention to the outstanding success made by Thomas Campbell, an operator of the Campbell Farming Corporation, farming 100,000 acres of Montana land in a wheat growing project. Also to the demonstrations of Henry Ford in Michigan.

If that is the only way in which efficiency can be brought to farming operations, perhaps Mr. Brookings is right. But is it the only way? Why can't small farms work efficiently?

The remark of our good friend, Paul Steinberg, out at Bradshaw, Neb., comes to mind. Paul came to the U. S. from Germany when he was a young man. A few years ago he went back for a brief visit. He says:

"Out here in Nebraska a man has a section, maybe two sections of land. He farms and he raises livestock and he works like hell, but still he don't make nothing. Over there if a man has 160 acres of land he walks around with a cane and white gloves on, and just oversees things. Why? They don't waste anything."

Is it necessary to build huge trusts and destroy the independence of the American farmer, or will he learn to "don't waste anything"?

Screenings from the cleaner will only pay its way when put out again in some form of a poultry feed.

Grain trade ass'ns are striving solely to insure a living wage and equitable return on investment for grain dealers.

RAILWAYS of the United States have 183,000 fewer men employed than 5 years ago, saving \$225,300,000 in wages during the first half of 1928, which has been absorbed in better maintenance and the loss of passenger traffic. If the hourly wage which now is higher than since 1921 were to be increased as demanded by the organized trainmen the rates of freight would have to be raised. The 183,000 men dismissed are now operating trucks and buses on the highways in competition with the railroads, which are taxed to maintain the highways.

## Books Received

POOL CONFERENCE, verbatim, is published in pamphlet form 183 pages, indexed, covering both the First International Pool Conference and the Third International Wheat Pool Conference at Regina, Sask., June 5 to 7, 1928, by W. A. McLeod, director of publicity, Canadian Co-operative Wheat Producers, Ltd., Winnipeg, Man.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Floris, Okla., Sept. 20.—About 300 cars of new wheat have been shipped from Floris since July 1.—D. R. Ward, Harrington Grain Co., Elevator No. 2.

Seattle, Wash., Oct. 3.—Shipments of wheat from Puget Sound via water lines totaled 959,384 bus. during the month of September. Almost half of this went to the Orient.

Oswego, N. Y., Sept. 29.—Grain will start moving to the New York State Elevator next week, reports R. L. D. Taylor, who has agreed to take 900,000 bus. of storage space for wheat.

Hutchinson, Kan., Oct. 3.—Hutchinson's first car of new kafir arrived today from Elkhart, Kan. It graded sample, sour, hot, weighed 53.8 lbs. per bu. and tested 19.8% moisture, with 5% broken.

Kansas City, Mo., Oct. 4.—The first car of new crop kafir arrived here today from Moran, Kan. It graded No. 4 white, tested 59.5 lbs. per bu. and carrying 18% moisture. It showed no damage of any kind.

St. Louis, Mo., Oct. 3.—First car of new corn from this year's crop arrived here today from southern Illinois, earlier than usual. It graded No. 4 yellow and sold at 90c. Moisture content was low and the corn had very little damage.

Chicago, Ill., Oct. 3.—Stocks of old corn in the country are estimated as about 90,000,000 bus. against 165,000,000 a year ago. This relation would suggest a carry-over on Nov. 1 of about 60,000,000 against 111,000,000 last year and 183,000,000 two years ago.—Nat L. Murray, statistician, Clement, Curtis & Co.

Middle Point, O., Oct. 5.—Farmers are not disposed to sell their oats freely this year on account of the short hay crop. There is very little being moved, farmers holding all grains and hay for higher prices. All elevator people in this territory report very small movement on this crop so far.—H. G. Pollock, The Pollock Grain Co.

Oklahoma City, Okla., Oct. 1.—Wheat of the 1928 crop still remaining in the farmers' hands, exclusive of wheat in elevators, mills, or in storage off the farms, is indicated in the following territories by dealers as: Frederick, 3%; Hobert, 11%; Clinton, 19%; Woodward, 22%; Forgan, 17%; Ponca City, 27%; Medford, 26%; Alva, 25%; Okeene, 35%; Enid, 3%.—C. F. Prouty, sec'y, Oklahoma Grain Dealers Ass'n.

Boston, Mass., Oct. 2.—The Canadian Co-operative Wheat Producers, Ltd., have arranged to store over 2,000,000 bus. of Canadian wheat in Boston elevators thru this winter, as Canadian elevators are booked to capacity. It will begin arriving the latter part of October. Boston has storage capacity for 2,500,000 bus., but this is the first time storage space has been sought here for Canadian wheat.

### Barley Movement in September.

Receipts and shipments of barley at the various markets during September as compared with September, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	697,880	532,970	1,053,802	478,475
Chicago	2,444,000	1,467,000	1,689,000	541,000
Cincinnati	25,600	6,400	3,200	
Denver	97	115	21	39
Duluth	12,028,273	7,178,544	1,007,943	7,773,997
*Fort Worth	74	19	10	18
Galveston			1,520,990	166,587
Houston			70,000	
Hutchinson	93			
Kansas City	552,000	310,400	428,800	81,600
Milwaukee	1,344,000	1,706,480	955,140	475,900
Minneapolis	4,153,500	3,906,850	2,619,930	2,727,120
New Orleans	677,013	4,200	561,666	
Omaha	340,800	512,000	396,800	504,000
Philadelphia	289,225	2,491	349,772	
Portland	16,000	72,000		84
*San Francisco	22,704	33,561		
St. Joseph	12,500	3,500		
St. Louis	590,400	305,600	409,100	38,400
Seattle	113,400			
Superior	5,200,298	5,977,149	5,109,292	6,182,565
Wichita	96,000	1,200	32,400	

\*Cars. †Tons.

Kansas City, Mo., Oct. 6.—Dry weather continues in the Southwest, and unless this condition is relieved shortly, it will undoubtedly receive some attention, and may have an influence for better prices. Cash wheat, especially of milling quality, continues scarce and in good demand. Receipts of poor wheat are increasing and a lot of it selling in the 80's. An occasional car is selling below that price. We feel that unless the buyer of this class of wheat buys it with additional margins he is very apt to be disappointed in the returns when he gets them. Corn and barley continue in good demand at higher prices.—Shannon Grain Co.

### Calcium Cyanide Dust Destroys Rats.

Rats are easily destroyed by blowing calcium cyanide dust into their burrows. The "A" grade dust of this common material is recommended by H. L. Gui, assistant entomologist of the Ohio Experiment Station, for destroying rats.

The dust may be blown into the burrows or other places occupied by the animals by means of a small hand duster.

The quantity of dust to apply will depend upon the size of the burrow or other retreat. Under foundations an ounce or two blown into each hole is usually sufficient. Under floors the dust should be applied at the rate of one pound for each 500 cubic feet of space.

The holes should be closed at once with soft earth to prevent the escape of the deadly hydrocyanic gas which is liberated from the calcium cyanide when it comes in contact with the moisture of the air in the burrows.

Most of the rats will be killed in their nests. Any that may escape are usually more or less overcome with the gas and are easily killed with a club.

Calcium cyanide is very poisonous but is quite safe to handle if reasonable precautions are observed. It must not be allowed to get into open wounds, and the gas given off must not be inhaled.

### Oats Movement in September.

Receipts and shipments of oats at the various markets during September as compared with September, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	146,386	95,030	55,000	
Chicago	4,014,000	3,471,000	3,134,000	2,875,000
Cincinnati	378,000	322,000	182,000	310,000
*Denver	35	37	6	19
Duluth	843,360	142,117	348,000	23,844
*Fort Worth	107	75	35	55
Hutchinson	3	1		
Indianapolis	1,470,000	828,000	1,100,000	708,000
Kansas City	520,000	504,000	206,000	348,000
Milwaukee	716,100	1,543,000	1,513,089	1,294,953
Minneapolis	2,641,620	4,874,030	1,064,060	1,215,680
New Orleans	60,000	78,000	2,290	68,077
Omaha	674,000	858,000	430,000	830,000
Philadelphia	168,535	101,941	160,000	
Portland	131,100	352,500	12,491	17,445
*San Francisco	815	896		
St. Joseph	138,000	166,000	30,000	12,000
St. Louis	1,532,000	1,684,000	1,102,888	1,430,000
Seattle	278,000			
Superior	440,533	75,137	18,937	48,141
Wichita	42,000	24,000	27,000	

\*Cars. †Tons.

### Wheat Movement in September.

Receipts and shipments of wheat at the various markets during September as compared with September, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	523,264	787,492	283,452	1,607,884
Chicago	2,848,000	3,205,000	1,459,000	3,539,000
Cincinnati	168,000	236,600	221,200	316,400
*Denver	1,019	1,219	76	111
Duluth	25,342,842	34,258,622	14,773,619	20,576,788
*Fort Worth	926	670	711	477
Galveston			2,799,583	1,873,262
Houston			24,000	80,000
*Hutchinson	2,474	803		
Indianapolis	597,000	358,000	135,000	382,000
Kansas City	8,607,170	7,643,350	6,253,390	5,112,250
Milwaukee	420,048	901,400	195,822	1,186,550
Minneapolis	24,688,680	27,107,590	7,452,480	11,706,210
New Orleans	1,402,729	946,400	1,361,307	1,432,591
Omaha	4,406,400	3,969,600	3,652,600	4,548,600
Philadelphia	108,099	379,949	99,833	937,385
Portland	4,142,050	9,367,000	3,046,897	9,497,984
*San Francisco	7,907	15,912		
St. Joseph	1,331,400	977,200	392,000	429,800
St. Louis	5,741,400	3,144,000	4,715,600	2,679,181
Seattle	6,269,200			
Superior	18,017,237	19,157,901	11,092,090	13,044,356
Wichita	1,675,350	1,479,600	908,550	799,200

\*Cars. †Tons.

### New Export Rates Proposed.

An established relationship between Atlantic ports on grain and flour for export was recently suggested by I. C. C. Examiner N. T. Rumsey.

Baltimore would be given a 2 cent preference over New York City on ex-lake grain from Erie, Pa. On grain and flour from either Erie, Pa., or Buffalo, N. Y., to Baltimore and Philadelphia, the export rate would also be 2 cents less per hundred than via New York City.

Baltimore, it is recommended, should have a 5 cent preference over New York City on all-rail flour originating west of Buffalo, while Philadelphia is entitled to a 4 cent preference from the same territory over the rate to New York City.

Rates to Boston on grain originating west of Buffalo were held "not unreasonable."

Wage increases have been granted 6,000 clerks and freight handlers of the Chicago, Rock Island & Pacific R. R., following negotiations between representatives of the Brotherhood of Railway Clerks and Freight Handlers and the railroad before T. E. Sickers of the United States Board of Mediation. Increases are retroactive to June 1, 1928, and aggregate \$450 annually.

London, Eng.—An evening lecture course on the grain business covering two years is now being given by the Department of Commercial Products of the City of London College. S. J. Duly, M. A., an analytical chemist, is at its head. Lectures have been arranged under supervision of the College Grain Trade Advisory Com'te, composed of some of the well-known men in the London trade, under the chairmanship of Dr. E. A. Humphries.

### Rye Movement in September.

Receipts and shipments of rye at the various markets during September as compared with September, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	6,777	37,554		35,942
Chicago	229,000	305,000	59,000	78,000
Cincinnati	74,200	18,200	64,400	19,600
*Denver	3	10		1
Duluth	3,887,774	8,550,851	2,957,597	8,302,886
*Fort Worth	7	8		
Hutchinson	1	1		
Kansas City	33,000	51,000	39,000	52,500
Milwaukee	98,550	58,050	80,340	38,734
Minneapolis	4,204,480	867,520	572,450	658,470
New Orleans	78,065	65,800	55,714	42,857
Omaha	275,800	324,800	355,600	354,200
Philadelphia		42,264	17,148	
Portland	34,800	24,000	18,666	
St. Joseph		1,500		
St. Louis	180,700	266,500	119,900	306,800
Seattle	32,200			
Superior	1,798,494	4,514,406	1,441,350	4,596,347
Wichita	3,600	1,200	2,400	

\*Cars.

### Corn Movement in September.

Receipts and shipments of corn at the various markets during September as compared with September, 1927, in bushels, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
Baltimore	42,317	38,378		
Chicago	6,925,000	10,551,000	4,621,000	5,104,000
Cincinnati	379,000	288,000	340,200	210,000
*Denver	224	73	40	29
Duluth	26,996	10,228		
*Fort Worth	112	131	20	130
*Hutchinson	26	5		
Indianapolis	1,659,000	1,916,000	1,173,000	1,180,800
Kansas City	2,280,500	756,000	1,039,500	1,027,500
Milwaukee	732,920	1,031,540	508,374	851,084
Minneapolis	511,130	803,560	274,420	217,930
New Orleans	50,400	126,000	29,978	178,524
Omaha	1,246,000	1,227,800	1,237,600	1,622,600
Philadelphia	9,803	11,556		
Portland	56,375	157,500	101	18
*San Francisco	1,540	1,760		
St. Joseph	819,000	571,500	601,500	532,500
St. Louis	2,517,200	1,566,600	1,311,400	926,600
Seattle	385,000			
Superior	29,632	10,183		
Wichita	88,800	22,800	45,600	

\*Cars. †Tons.

# Cincinnati, a Fast Growing Grain Market

Cincinnati, Ohio, "Queen City of the Great Central West," is proud of its grain and hay industry. There are prospects of the development in this market of a great soft wheat pit at the Cincinnati Board of Trade which will make the Queen City one of the greatest soft wheat elevator centers.

Cincinnati bears an unusual position among cities, being the most Southern Northern City and the most Northern Southern City. Because it is situated at the crossing of the Ohio River by the north and the south land route of Mill Creek and the Miami Valleys to the north and the Licking River to the south, it is the natural gateway to the South. Therefore, the South and Southeast looks to Cincinnati to provide its supplies of hay, grain, and forage requirements.

By formal action of the stockholders of the Grain & Hay Exchange Co. on June 21, 1927, the name of this organization was changed to the Board of Trade, Inc., and the change was approved by the Sec'y of State. The Grain & Hay Exchange had had this change under contemplation for some time in view of the existing wide field of activity offered to a Board of Trade in Cincinnati.

In connection with the change of name it was discovered that a Board of Trade had been organized in Cincinnati a few years after the Civil War, the charter having been granted in September, 1869. The only known living member of that organization is Attorney E. P. Bradstreet, who was very active in its affairs at that time. Mr. Bradstreet says of the original Board of Trade:

The principal purpose of the organization at that time was to extend trade, and especially wholesale business, which had been very seriously diminished by the active competition of Louisville, Dayton and Indianapolis; also to urge the construction of railroads which would serve as feeders for Cincinnati. These activities bore down rather heavily on certain of the old and wealthy residents of Cincinnati who did little else than clip their coupons, while their sons feebly tried to hold on to the wholesale businesses their fathers had established.

Mr. Jos. N. Kinsey, whose large firm handling railway supplies, etc., was then a leading industry, called with the elder Mitchell (founder of the furniture business) to have me subscribe to the building of just such a feeder as I have named, to run from Seymour, Ind., to Louisville, thru a country without any railroads, so as to bring them to Cincinnati via the then

Ohio & Mississippi Railway, now owned by the B. & O.

There were several others of a like disposition to the two above mentioned. The club did an excellent work for several years and had an active sec'y and manager. One effect was to arouse the Chamber of Commerce and resulted in the erection of the splendid building at Fourth and Vine streets, which was burned.

In a measure the operation of a general assembly room fell into disuse with the development of the use of the telephone on which business conversations could be held between office and office, but the personal gathering place idea is still uppermost in the minds of hundreds and thousands of business executives during the hours when the receipt of wire reports from outside markets is made following the turns of the stock and grain exchanges in this and other centers. In response to this demand the Board of Trade was launched as a general business service organization.

The general assembly room of the Board of Trade, which occupied a handsome building at Third and Walnut Streets, keeps the member in touch with his office and the markets at the same time. It also admits of the organization performing those varied forms of business service such as weighing, measuring tests for standards and inspection of various classes of merchandise which are sold on sample and also permits of the establishment of arbitration in case of disputes between members.

**SOFT RED WINTER WHEAT CENTER:** Cincinnati has long been known as one of the leading soft red winter wheat markets of the United States and if its trade continues to improve, it is predicted by many operators that the "Queen City" will take a place of eminence in the soft wheat trading of the world: That is the ambition of the members of the Board of Trade who have been following the course of the market for a number of years, particularly during the past ten years when the development of trading has made the greatest advance.

The market has 21 mills and elevators within the switching limits of Cincinnati, the latter carrying a storage capacity of nearly 3,000,000 bus. The market likewise has the advantage of geographical location, being in the center of the greatest soft red wheat production belt in the world, and drawing its wheat supplies from this territory thru an advantageous alignment of freight rates from the principal trunk line railways of the Central Freight Ass'n territory.

In this market is the grain gateway to the South and the Southeast.

It is generally considered that the possibilities for the development of this market have barely been scratched. Great things are expected in the accumulation and distribution of grain thru the canalization of the Ohio River which is to be celebrated in 1929. By this it will be possible to barge grain into Cincinnati elevators at a minimum cost and the distribution of supplies to the South and Southeast by rail and river will be much simplified. It will also be possible to develop a larger export trade for with the system of locks and dams to be placed in service there will be all-year-round navigation of the Ohio and Mississippi River from Pittsburgh to New Orleans.

The trend of development in the grain trade is already pointing to this end and with the establishment of additional elevator facilities along the Ohio River and the Little and Great Miami Rivers, it is not improbable that barging of grain and the transfer of incoming supplies from river to rail and from rail to river will make this market one of world importance, as has been the ambition of its grain dealers for many years.

Cincinnati offers a constant market for wheat

and other grains the year around, the soft red winter wheat handled being the Mediterranean Fulcaster and Rudy. From five to ten million bushels of wheat are handled annually, this being included in the fifteen to twenty million bushels of all grains received. Among other receipts are corn, oats, rye, barley, kaffir corn, milo maize and buckwheat, but wheat is the principal grain upon which the market depends.

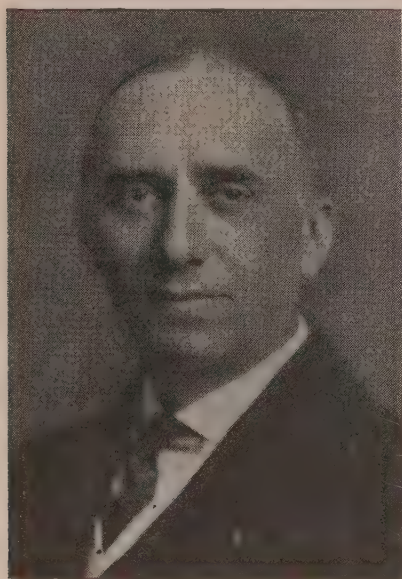
**THE ELEVATOR FACILITIES** of the Cincinnati market include one new modern concrete elevator with storage capacity aggregating 1,250,000 bus. and operated under Federal Warehouse Storage Act. It is equipped with modern driers, cleaning and conditioning machinery and its storage bins are fitted with Zeleny Thermometers. The house is licensed for public storage, weighing and inspection.

Wheat is collected at this market each year, cleaned and placed in condition for storage and then sent to mills, exporters and other consumers in proper season under milling in transit rate privileges. Shippers to this market thus receive a short haul market facility with prompt settlement for each shipment.

**SERVICE RENDERED** by the Board of Trade is of particular value in that it enables the shippers to the market, as well as mills and other buyers from the market to receive accurate grading under licensed grain inspectors who are applying the U. S. official grain standards for wheat and all other grains. In addition the Board of Trade supervises the official weights and makes frequent tests of the track and hopper scales used by the Board of Trade Weighing Bureau.

The Board of Trade also serves as a disinterested Commercial Exchange in the supervision of the details of all grain and hay business thru the Cincinnati market. It compiles statistical data on receipts, shipments, quality and condition, record of sales, and provides rules of contract and trading. It also serves as a court of equity for the arbitration of commercial disputes among its members and in cases of commercial investigation or trade controversy.

Benefits of its facilities are shared with the patrons of the market all of whom have certain privileges and protection in common with the members of the Board of Trade. These



A. M. Braun, Pres. Board of Trade, Cincinnati, O.



D. J. Schuh, Executive Sec'y Board of Trade, Cincinnati, O.

facilities give practical assurance of the reliable handling of business thru the Cincinnati market.

Mills of the Cincinnati district, such as flour mills, feed manufacturing plants; plants for the manufacture of alcohol for industrial purposes and other enterprises consume a considerable portion of the receipts of wheat, corn, oats and other products, thus giving a continuous consuming demand within the market. This gives added assurance of constant demand.

In addition to this purely local consumption are carload shipments to the outside ranging from six to eight thousand cars each year. These shipments include bulk grain, wheat, corn, oats, millfeed and barley to mills and consumers and for export. They also include mixed cars, often of sacked grain to jobbers, retailers and other types of customers who depend for their supplies on the great central producing markets.

Various types of wheat are sent to this market from the great surplus producing areas. Ample facilities are provided in the plants and elevators located at the Cincinnati market to take care of these services at all times and country offerings of wheat are assured careful handling.

**HAY CENTER:** Cincinnati is also an ideal center for the hay trade. Railroad facilities are very good. Trunk lines run from all of the adjacent hay growing states to this city. The old disagreeable comebacks of the ancient way of trading in hay have been wiped out under the system now in use in Cincinnati. Each carload of hay is plugged so that every bale of hay in the car may be exposed to view. Twenty-five bales are removed from the car and piled in front of it, making an aisle from door to door and from front to back wall in the interior of the car. Dissatisfaction, complaints, and subsequent inspections are minimized.

For more than the past year the officers and members of the Board of Trade have concentrated a great deal of effort toward bringing about an equalization of the hay freight rate structure from Central Freight Ass'n territory to Southern Territory so that producers and shippers of hay may be enabled to meet the competition which has been thrust upon them by Canadian and eastern growers due to the favorable freight rates enjoyed by the East into Southern territory. The disparity ranged from three to four dollars per ton. This enabled the East not only to market its own hay, but to import the Canadian product and place it in competition with hay growers in this territory.

The Interstate Commerce Commission, recog-

nizing the unfairness of the rate structure, instituted, upon its own motion, a general investigation, and the results of this investigation are known as No. 13494.

When Docket 13494 was published Cincinnati observed, in 1922, that hay and straw were not to be treated and therefore was not concerned with the basic feature of the docket's provision for the abolition of the Ohio River rate-breaking feature, a matter of vital concern to the Cincinnati market at that time. When the Michigan interests urged the Commission, in 1925, to include hay and straw, and the Commission heeded that wish, the Cincinnati market accepted that verdict and proceeded to lend its efforts in the direction of making the Commission's findings materialize.

When by April, 1927, Cincinnati's efforts had yielded only indefinite promises, the late Senator Frank B. Willis was invited to make a full presentation to the Commission of the serious effect the delay in requiring publication of the rates was having on the hay and straw business in Ohio.

In telling of the battle waged, Sec'y D. J. Schuh, executive sec'y of the Board of Trade, says:

It was at this juncture that the Interstate Commerce Commission called a conference for the purpose of learning whether or not the carriers would voluntarily publish emergency rates to be in effect until the new class rates would become effective. The Commission, in advance of reaching the conclusion to call such conference, asked the Cincinnati Board of Trade to furnish it with statistical information as to when hay and straw begins to move in large volume. This data was furnished by the Cincinnati Board of Trade.

While all interested parties in this territory were anxiously awaiting the time when the Southern Classification Committee would announce its conclusion (this matter being delayed at this time until after hearings in trunk line territories) the new freight tariffs issued in accordance with I. C. C. Docket 13494 findings were published, effective Jan. 15, 1928. The southern territory tariffs were governed by southern classification as to rating. The Interstate Commerce Commission having found that Class "D" (Southern Classification) should become tenth class in tariffs issued under authority of Docket 13494 findings, a supplement to consolidated Freight Classification No. 5 was issued, effective Jan. 15, 1928, wherein Class "D" is defined as Tenth Class. The Southern Tariffs do not except application of Southern Classification and, therefore, the tenth class applies in that territory. The C. F. A. tariffs, however, excepted Southern Classification and named Seventh Class, while the Illinois Freight Association did not name any class rates in the original issue of its tariffs, but did, on Dec. 28, 1927, name Seventh Class in its supplement on certain roads. The Trunk Line tariffs did not deviate from what was apparently Official Territory policy, excepting within a limited but quite important area.

The Interstate Commerce Commission suspended the Seventh Class rating named by the

carriers taking exception to Tenth Class and proceeded to a hedging of the merits of the case under I. & S. Docket 3048. All interested parties joined in a strong effort to establish their claims to Tenth Class rating. Following hearings at Cincinnati and Atlanta, Ga., the I. C. C. on Aug. 27, 1928, stated: "This finding is without prejudice to the establishment in Southern Classification of ratings on hay, straw, fodder, corn husks, and stalks of ninth class carloads and fourth class in less than carloads."

Based on these findings the Commission has issued an order suspending the schedules of the carriers naming higher rates than those found justified. The objectionable schedules have been canceled.

### Smut Due to Fungi in Seed.

The smuts of wheat and oats, which are particularly noticeable at harvesting and threshing, can be largely prevented by planting seed that is free from disease or by treating the seed before it is planted.

These smuts are due to fungi that are on or inside the seed when it is planted, J. D. Sayre, assistant in plant pathology at the Ohio Agricultural Experiment Station, points out.

The fungus, he says, starts to grow at the same time the seed germinates, and enters the young plant, becoming a parasite. When the heads appear on the affected plants, black masses of spores are formed in place of seeds.

Weather conditions at the time the crop is planted and is starting to grow determine to some extent the injury to the crop. Some years where infected seed is used the smut may not be as abundant as the year before, but it is usually worse, and one cannot rely on weather conditions to control the disease.

Weather conditions after the plants are well started do not have anything to do with the amount of smut in the field, Mr. Sayre states. The disease does not spread from plant to plant in a single season so as to cause much damage to the crop. The spores may spread to normal grain and cause much damage the next year if the grain is used for seed without treating.

Grain as free from smut as possible should be selected for seed.

**New York, N. Y.**—A South American construction company has been organized to build a line of grain elevators in Argentina. Arturo Peralta Ramos, the young Argentine who has been spending the past several months with a brokerage firm on Wall Street, and who acquired considerable notoriety by becoming the second husband of Millicent Rogers, is American purchasing agent for the company.



Some of the Members of the Cincinnati Board of Trade in Exchange Hall.

# Perversion or Extension of the Constitution

Address Prepared for the Grain Dealers Nat'l Ass'n at Boston by Wm. B. Guthrie, Professor of Government in College of City of New York

Standing at the threshold is one commanding fact recognized by the "founding fathers." That is, the Federal idea in government. Though not entirely novel, yet our experiment was on a large scale and with large hopes a departure. To it we were forced both by the laws of logic and by historical necessity. The states were here: Virginia, New York, Massachusetts, etc. Their traditions were nearly two centuries in the making. A natural and commanding guide was present in men, manners and achievements in peace and in war. Moreover, they had interests which, while more regional than colonial in nature, yet, gave objectives to the compounding units. It was, of course, this last cause that gave a more solid basis for a federal system.

The unitary imperial scheme bears in itself the seeds of its own destruction. The processes of disintegration and decay have displayed like symptoms from the Roman Empire to the present British Empire. And the case in point attempted the same path to a remedy—the shifting of power and responsibility back to the localities. The Roman reform came too late and society in general decayed. The British have probably taken due care and no doubt will enjoy a rejuvenation, a return of virile power out to the finger tips. Passing time warns me that I may not linger long to describe our present case. I do better to choose one acute illustration. We do well to heed Mr. Coolidge's warning words spoken at Kansas City last year on Federal subsidies that "the states must not give up their local control to a highly centralized authority in the matter of road building and other traditional state administered affairs."

The Constitution organized natural liberty; it conventionalized inherent rights; it brought them down from the circumambient air of philosophic contemplation into the realistic domain of law. It brought the Goddess of Justice from the clouds of men's hopes and made her walk the dusty path with men along the avenues of human realities.

But that achievement did not come without a struggle. And this struggle leads me to briefly discuss a fourth outstanding feature of American government, namely, the reign of law. So we come to that distinctive and outstanding contribution of our government to universal jurisprudence: the work of our Citizens' Courts. I say purposely, "Citizens' Courts" because while the courts of the Federal government, in a way, do not practice on the basis of the common law, yet by both our practice and the requirements of the Seventh Amendment there are no strictly administrative law or civil law courts in this country.

Certain perversions may be made in the rise of an instrument called a Constitution. Our system rests upon a conception of basic or organic law and of statutory law. The tendency in both state and nation is to blur this distinction. The tendency for all kinds of legislative and reformatory matter to filter into the Constitution is marked. The Eighteenth Amendment is an example.

Now in America two schools of thought appeared; one the Jeffersonian that "that government is best that governs least," and the other the "loose construction" view of Hamilton and his confederates expanding the power of the national government. America was fortunate in having a splendid synthesis of these views given sanity and safety by that great school of jurists led by the eminent John Marshall. Under the aegis of the principle of individualism our government, under the Constitution, interfered very slightly with private industry. Dominated by "states' rights," doctrinarism democracy undertook no serious enterprise of its own.

Beyond this general "let alone" policy certain facts joined to further this wholesome course. Primarily, that there is no "federal common law" and hence statutory regulation alone gave ground for federal jurisdiction (Wheaton v. Peters; 8 Peters 591; Smith v. Alabama 124 U. S. 465 and Western Union Telegraph Co. v. Call Publishing Co. 181 U. S. 92). This prevents any extended intrusion of the courts by the insidious process of common law adjudication and drives enthusiasts for public control into the open. Again, as the state governments possess police powers and the National Government has, properly speaking, no police power, the federal authority has been kept within reasonable bounds. Furthermore, as the Federal Government is one of "granted" or "enumerated" powers, the excessive extension of government into the sphere of private enterprise is quite remote.

Control of Interstate Commerce.—After the first flush of satisfaction over the vast mechanical and economic achievements in railroading were passed, the inequalities and dis-

criminations of the system challenged attention and first led the National Government to undertake transit control. It is worthy of comment that not until a full century had elapsed did the government exercise its constitutional powers in the pre-mises and the far-reaching "Interstate Commerce Act" of 1887 was the result. This act and the activities of the Commission represent Federal interference at its best. It has not done all its sponsors thought for it. It has been amended several times to remove various difficulties. The vagueness of its original form has yielded to very specific powers and vast extensions have carried the Commission into ever-widening areas. It has been, no doubt, a real achievement as an experiment of control. Congress thus tardily took a hand in the control of industry.

Anti-Trust Act.—The next experiment in extensive public control brings us to the rather less fortunate "Sherman Anti-Trust Act" which furnishes us with an excellent example of the advantages of the English common law form of control over the statutory. As the National Government was confronted with the necessity of curbing the rapidly expanding trusts, its helplessness to act under the common law became apparent. It was no question of constitutional power. That was conceded. It was a question of statute framing and in this particular case the experiment was highly unfortunate. Excessive hostility to over-developing industrial systems was inherent in the conditions and the "Sherman Act" represents public control at about its worst. The act was vague, too highly punitive, difficult of enforcement and altogether drastic and hostile to big business, bad or good. We shaped it to cover trusts and have been compelled to apply it to mergers and to corporations.

The attitude of the courts, state and national, in the last two decades betrays greater caution in the application and enforcement of public acts touching private enterprise. The voiding by the Supreme Court of the "First Employees Liability Act" the same unfavorable rulings by the Supreme Court against the "Child Labor Law" enactments in the "Hammer v. Dagenhart" and the "Bailey v. Drexel Furniture Co." cases reveal the wholesome restraint of the court of final resort on the questionable career of Congress. (See also in re Jacobs, 98 N. Y. 98; and Lochner v. New York, 198 U. S. 45 as to state legislation.)

Legitimate Federal Extension.—While my attitude on these two great acts of Congress and the far reach of the principle of "implied powers" may display a certain bias against federal control it will not I trust prejudice you against a generous display of federal power in other directions. I think we all agree in the decision of the court (Champion v. Ames) sustaining the anti-lottery acts; in the decision of the court in enforcing the Pure Food Act of 1906, (Hoke v. U. S.) in the Mann White Slave Act sustained as a proper implied power in Carminetti v. U. S. and in the Harrison Narcotic Drug Act of 1914 sustained in U. S. v. Doremus 240 U. S. 86. I believe my point of view can be best expressed by quoting Justice Sutherland in the decision of the Supreme Court of Alabama voiding a price-fixing, profit-controlling state law of Sept. 30, 1919, in "State v. Goldstein" 207 Ala. 569, 18 Ala. app. 587. "Such an act is a direct challenge to those theories of personal liberty and freedom of action which underlie and permeate constitutional government in America. It is in short a radical and epochal departure, from the trodden paths of governmental action under hitherto recognized Constitutional restraints and a bold excursion into the field of purely paternalistic control of the private business of Citizens." The court goes on to say of such statutes; "This would be practical socialism and it would be the end of the American ideal of personal liberty as understood and enjoyed for more than a century under constitutional guarantees designed to protect the citizen against arbitrary and unnecessary governmental interference."

I believe in the federal system of political society as given us by the "Founding Fathers"; "composed of an indissoluble union of indestructible states."

I believe in a constitutionally limited government by a vital instrument whose branches yield to the gentlest breeze of opinion but whose roots grasp the rocks with a grip storms cannot loosen.

I believe in a system of checks and balances that shall transform the impulse and the caprice of the moment into the sane intention of patient deliberation.

I believe in the United States Supreme Court as the final arbiter of our legal destiny.

I believe in the bicameral legislature and ac-

claim the Senate as a splendid companion to the House, despite its detractors.

I believe in a two-party system and stamp all attempts at the organization of "blobs" and "soviets" as the suggestion of amateurs in the art of government and the devices of folly and delay.

I believe in the absolute rule of the majority legally arrived at and condemn all methods aimed at its subversion as unsound principles in the science of statecraft.

I believe in the reign of law and allege that you may have law without liberty but you cannot have liberty without law.

I believe in treaties as "part of the law of the land" and in international contracts as solemnly binding on all signatories.

I believe in the democratic rule of all the people concerning universal social interests and challenge the "Pluralists" to show cause.

I believe in the conception of political and social progress arrived at and conserved according to the forms of law.

I believe in the manifest destiny of the American nation and favor such social and national selection as shall conduce to that high end.

My fellow citizens in conclusion may I take the liberty of calling you to the noble service and high hopes which participation in this destiny vouchsafes us. And no more fitting lines come to my mind than those from Milton's Areopagitica "Lords and Commons of England consider what nation it is whereof ye are and whereof ye are the governors; a nation not slow and dull but of a quick, ingenious and piercing spirit; acute to invent, subtle and sinewy to discourse, not beneath the reach of any point, the highest that any capacity can soar to. Me thinks I can see in my mind a noble and puissant nation rousing herself like a strong man after sleep and shaking her invincible locks. Me thinks I see her as an eagle mewing her mighty youth and kindling her undazzled eyes at the full mid-day beam purging and unsealing her long abused sight at the fountain itself of heavenly radiance."

## Brotherhood and Business.

BY TRAVELER.

In a little town a few miles out of Waterloo, Ia., a local grain man told me a story. It concerned a gala occasion in the little town for which everybody in the community put on their Sunday clothes and paraded to the square for the speaking and the band concert. The streets were lined with "Welcome" flags lazily hanging in an idle breeze. They were there to express the town's respect and honor for the speaker of the day, a visitor from a distant city.

As is usual in such cases, the local Rotary Club was anxious to obtain the best car in town to transport the speaker from the train to the public square. One of the wealthiest men, a Jew, had just purchased a new sedan of truly alarming proportions and beautiful contour. He agreed to do the transporting, tho he knew the speaker was a Catholic priest.

When the train arrived it found him waiting with his big car, accompanied by the master of ceremonies, and the welcoming committee. And when the big car, gleaming with burnished nickel and shining thru an extra coat of polish, swung into line for the parade back to the square, it carried just three people, the Orthodox Jew, who owned and drove the machine, the Catholic Priest, who was the speaker of the day, and a Methodist Minister, who was master of ceremonies, all chatting together with finest fellowship.

The grain man told the story as being typical of the kind of people in the town. This was further evidenced in my sight when his competitor came over to pay a bill, and pleasantries passed which could only be initiated by a sincere feeling of true friendship. "Yes," said the grain man when he had gone, "neither of us tries to take advantage of the other. When I am out of something that he has, he is kind enough to supply me, and vice versa."

And the grain man told another little story, which he doesn't know he told. He had been twice up and down the ladder of success. When I saw him he was back at the bottom again, possessor of two unprofitable Iowa farms and a job as manager of an elevator. He said he was just starting over again.

Therein he was a success for the third time, because he had the right feeling of fellowship and the undaunted courage to get up and start over again at the point where he fell.

## Kansas-Missouri Carriers Seek Rate Increase.

All carriers operating in Missouri and Kansas held a conference on Oct. 4 in Kansas City to consider rates on grain and products from Kansas to points in Missouri south of the Rock Island, and proposed to cancel the so-called higher Missouri River rate rule.

This would result in an increase of from 7 to 10 cents in the wheat rate from Kansas to points in Missouri beyond Kansas City, such as Joplin and Springfield.

Grain shippers from Kansas and millers from Missouri strongly protested the increase, particularly on the ground that all rate questions of this nature are included in the evidence presented before the Interstate Commerce Commission in their hearings on Docket 17,000.

## New Application of Metals to Plant Life.

Most interesting results are being produced by the new application of metals to plant life.

It is found, for example, that one hundredth-thousandth part of manganese sulphate added to barley seedlings decidedly accelerates their advancement, while larger quantities are found to be detrimental. Conversely, grain and vegetables which are entirely deprived of manganese quickly turn yellow.

It is also observed that the addition of a limited quantity of copper, zinc, arsenic and boron likewise stimulates plant growth. Both the composition and yield of potatoes is favorably affected by a spray of copper.

Food costs will ultimately decline as a consequence of the wholesale application of such discoveries. Conversely, more foodstuffs will be produced, tending to bring a wider selection to a greater number.

Now is the time for every good grain dealer to come to the aid of their glass-less cupola. Motors and all bearings work better when *not* openly exposed to winter weather.

## Ireland Producing Super-Flax Seed.

The manufacture of linen is an industry of lineage in Ireland, which has survived the cycles of time and progress, in spite of the gruelling race for profitable existence which "King Cotton" has led.

The manufacture of linen is of course, wholly dependent upon flax production, also an industry of Ireland.

Of late much attention has consequently been devoted to a super-flax seed which promises to enable linen to be manufactured so as to compete in price on the open market with cotton products, due to the double length tow and several other advantages of this super-seed.

This year the new seed is being given a try-out in the Dakotas and several of the western states, with a view to determining the climate and soil best adapted to its cultivation, and ultimately to its commercialization.

It's certainly a relief to have even a politician prophesy that there will be no adverse legislation introduced by the vote-seeking congressmen during the short session.

The 35th annual convention of the National Hay Ass'n, meeting in Fort Wayne, Ind., on Aug. 20, unanimously elected W. H. Toberman, St. Louis, pres.; F. L. Alexander, Marion, O., 1st vice-pres.; C. G. Egly, Fort Wayne, 2nd vice-pres., Directors D. B. Tilson, Kansas City; H. A. Dinius, Roanoke, Ind.; W. I. Biles, Saginaw, Mich.; Geo. S. Bridge, Chicago; Avon Burk, Decatur, Ind.

**Shingishu, Korea.**—This point has been selected as the site for the cornstarch factory of the Corn Products Co., New York, to serve the Far East. Official approval of the government of Korea has been granted and construction work will begin next spring. Plans call for importation of about 1,800,000 tons of Manchurian corn from which 40,000 tons of cornstarch can be made. Japan alone consumes about 8,000 tons annually. The company plans to market the remainder in other Far East countries.

## New Elevator at Blue Hill.

Antiquated equipment will not serve in an age of speed. With combines and motor trucks speeding up the movement of grain, the elevator operator must be prepared to handle the crop while it is coming. A realization of the need for rapid handling machinery led the Farmers Union Cooperative Ass'n at Blue Hill, Neb., to tear down its old elevator last spring and erect in its place a modern house fitted to meet the needs of its community. The old house, tho it had room for 18,000 bus., was substantially enough constructed, had flat-bottom bins, a log dump and a slow leg. The new one will handle several carloads in a day with minimum labor.

Construction was started the 6th of March and completed by the first of June. The present structure is studded and iron-clad, with room for 25,000 bus. in 12 hopper-bottomed bins, 6 of which are over-head. Four of the latter are used to serve local trade and 2 serve the cleaner. Machinery includes a leg with capacity for elevating 2,000 bus. per hour. It is fitted with Minneapolis V cups, set 15 inches apart from center to center and is operated by a Winters Head Drive, fitted with a 7½-h.p. Fairbanks-Morse Inclosed Motor. A dust collector removes chaff and light smut balls from the grain as it passes over the head pulley, and delivers them to a dust house. A Richardson 5-bu. Automatic Scale weighs outbound grain and will handle as much as 1,500 bus. per hour.

A cleaner is located on the work floor for raising the grade on grain that would be heavily docked for foreign matter. A 5 h.p. Fairbanks-Morse Inclosed Motor is used to run it and the pipes from the fan discharge into the dust house. The cleaner will handle approximately 1,000 bus. per hour.

A small Fairbanks-Morse motor is used to keep pressure in the air tank of the pneumatic truck dump, which serves a double pit thru a single trap-door fitted with a butterfly. Steel bars in the opening to the pits prevent entrance of such articles as sacks, whiffle-trees, end-gates and such items as might accidentally be dumped with grain.

Inbound weighing is done over a 10-ton Fairbanks Truck scale. The one room office joins the west side of the building so that the house can be handled by one man when there is no rush. Entrance is obtained from the driveway as well as from the scale-side.

An unloading chute is provided so such grain as needs to be shipped in, can be conveniently handled. This chute will deliver grain from cars on the siding to the elevator boot for elevation to bins.

A York Man-Lift makes all parts of the house readily accessible and is fitted with safety devices to protect the operator.

Lightning rods protect the elevator from this hazard and are run completely down the corners from the three points on the ridge of the cupola instead of being joined to the metal siding.

The site is on the C. B. & Q. railroad close to where the old elevator stood. The former property was purchased from Koehler-Twidale Elevator Co. in July of 1920. In February of the following year J. A. Leming was made manager, which position he still holds. In addition to grain, the elevator has coal sheds and a warehouse for handling flour and feed. Outside cribs are utilized in handling ear-corn, but the company's main business is small grain. Construction of the new elevator is evidence of its success.

A record return and volume is reported from a survey of the grinding business conducted at local elevators this year. Are you getting your share?

Damp corn can be dried down to a more acceptable basis with very little appreciable loss in dollars and cents, if properly handled by experienced operators.



New Elevator of the Farmers Union Co-operative Ass'n. Blue Hill, Neb.

## Western Maryland Elevator at Baltimore Augments Grain Handling Facilities.

The unloading facilities of the Port Covington 4,000,000 bu. elevator in the Baltimore harbor, owned and operated by the Western Maryland Railway, have been materially enlarged and improved.

The unloading tracks aside from the extensive storage tracks, now have room for 64 cars. These cars are moved into the unloading shed by electrically operated car pullers, the empties coasting into the yard by gravity.

Grain is quickly unloaded from cars by electrically operated grain shuttles, two of these automatic grain shuttles being operated in each car with one operator for each shuttle. Eight track hoppers of 3,000 bus. capacity each lie under the four tracks in the unloading shed, which permits the unloading of eight cars simultaneously. The receiving capacity of the elevator is 24 cars, or 36,000 bushels per hour, or 240 cars in a ten hour day.

The workhouse has been rearranged and equipped with modern machinery for cleaning 480,000 bushels per day, blowing, clipping, desmutting and various other treatments of grain. The plant also has a drying capacity of 120,000 bushels per day.

The addition of a grain salvage plant is contemplated so as to render additional service to the trade. This salvage unit will be complete in every detail, with all of up-to-date machinery for the handling of wet grain.

This unit is to be built apart from the grain elevator, so that no salvaged grain handled through the contemplated plant will come in contact with, or even be stored in the same elevator with other grain. This unit will also

be equipped to handle grain infested with insects.

To make this elevator even more efficient than at present, the installation of aspirators is contemplated, which will separate grain from floor sweepings.

The present system for accomplishing this is done with one master cleaner which has worked very satisfactorily, but in lieu of the policy of terminals to save power, the proper type aspirator would reduce the cost of separation.

Over the past two years, Tex-Rope Drives have been installed in replacing other transmission equipment as the latter wears out. These replacements will continue until the entire plant is so equipped, as the management feels this drive eliminates a great percentage of friction on bearings, and that a saving is also effected in the matter of oil necessary for the lubrication.

**THREE NEW MARINE LEGS** with a total unloading capacity of 25,000 bushels hourly have been added to the ship unloading equipment of the terminal.

Two of these three marine legs are of the pneumatic type, having a capacity of 5,000 bushels of grain hourly, and are particularly adapted to saving labor in cleaning up ship's holds. The third leg is of a bucket and belt design capable of unloading 15,000 bus. per hour.

All these legs are designed to unload "Bay" or "tidewater" grain cargoes of as little as 100 bushels, up to the largest ocean freighter afloat. The three legs may be operated individually for unloading two different cargoes or their combined forces concentrated on one boat.

Button control devices on flexible extension

cables permit operation of these legs from any point of vantage with the greatest safety and efficiency and a minimum force of laborers. All the equipment and the button control devices throughout the entire plant were designed with safety and efficiency foremost in mind.

It is interesting to note in this connection that this terminal, which is equipped with every modern facility to insure safety, speed and efficient service, has berths for loading five steamers at one time at its 1500 foot dock and a delivering capacity of 150,000 bushels per hour.

For the movement of loaded cars around the harbor to facilitate rapid handling of grain, etc., the Western Maryland Railway Co., has in operation large up-to-date car floats. Ferrying as many as 51 cars across the harbor, here and there, saves expensive switching about the congested belt tracks. This quick service is particularly appreciated when a car of grain which is out of condition is to be handled.

In addition, for the handling of feed, seed, flour, and other sacked commodities general cargo piers are under construction at the tide-water terminals of the Western Maryland Railway, destined to be the largest in the World.

This improvement, along with the erection of the largest merchandise piers in this country, represent an investment of \$12,000,000. These piers will be equipped with the latest crane devices for loading and discharging general cargoes, which will also include sacked grain, machinery, etc., ad infinitum, in fact every commodity moved in coastwise or foreign trade. Adjacent to these piers, the Western Maryland now operates the most up-to-date warehouses to be found in any port on the globe.

**In face of the huge surplus** reported to have been carried over in Canada this year, as well as that which will undoubtedly be accumulated at the end of the present wheat shipping season, American farmers had best look to some other crop to fill in in the place of wheat.

**Competing farmers elevators** would welcome a proposition for wider and saner margins. So would independent operators. Pre-war practices and costs are rare, so boost up all margins and your neighbor-dealer may be led in the right path toward greater prosperity.

## A Well Equipped South Dakota Elevator.

The accompanying photograph illustrates the new elevator that has just been completed at Onida, South Dakota, for the Sully County Farmers Cooperative Elevator Co. This elevator holds 28,000 bushels of grain and is divided into thirteen bins. The foundation consists of a reinforced concrete slab and the building is cribbed with 2x6 and 2x4 material and is covered with galvanized iron.

The two legs in the elevator are equipped with 11x6 buckets on special rubber leg belting. The heads are equipped with a double distributor. The work floor is a cross type work floor. There is a four unit Emerson Cleaner and a Leader Cleaner located on the work floor.

In the driveway is a 16x8 10 ton truck scale fitted with a Strong-Scott dump. A 2,000 bushel Richardson Automatic scale is used for weighing out purposes. An oil engine is used for power. An office building is attached to the driveway with the scale beam built into an alcove for the convenience of the customers.

This company owns and operates two elevators at Onida. James Foster is the Manager of both plants and keeps two assistants the year around in addition to a bookkeeper. This company handles coal, flour, feed, twine and other commodities. Onida is located half way between Gettysburg and Blunt on the Northwestern Railway.

The T. E. Ibberson Co. designed and erected the house.



Sully County Co-Operative Elevator at Onida, S. D.

# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CANADA

Winnipeg, Man.—Charles McKay has sold his membership in the Winnipeg Grain Exchange for \$15,000.

St. John, N. B.—The St. John Harbor Commission is contemplating the immediate erection of a 1,500,000-bu. elevator here.

North Vancouver, B. C.—The opening of new elevator of the Midland Pacific Terminal Co., Ltd., recently, was celebrated by a dinner, which was largely attended.

New Westminster, B. C.—Work is being pushed on the elevator of the New Westminster Harbor Commissioners on the Fraser River for the 1928 wheat crop.

Waskada, Man.—The elevator of the United Grain Growers collapsed Sept. 30, scattering 30,000 bus. of wheat in every direction, the wheat and debris being piled twelve feet high.

Vancouver, B. C.—Colin McLean, prominent in Canadian grain circles, passed away here recently. He was formerly in the grain business at the Head of the Lakes. In 1923 he connected with the Harbor Commission and was later superintendent of the Empire Stevedoring Co.

Victoria, B. C.—Action has been entered in the Supreme Court for recovery of \$23,000 from R. H. Gale, former mayor of the city of Vancouver, by Henry C. Hall, acting for the Terminal Grain Co. and J. L. Davidson of Vancouver. The case involves the elevators of the Terminal Grain Co. It is claimed funds in this amount were advanced to Mr. Gale for interest in the venture.

Vancouver, B. C.—The 2,500,000-bu. elevator of the Alberta Pool Elevators, Ltd., on the south shore of Burrard Inlet, has been placed in operation. The plant has 1,400 ft. of berthage and can discharge grain into three vessels at the same time. Only 7 minutes are required to unload a car and the plant is thoroughly equipped with all modern machinery. It was designed by C. D. Howe and constructed by the Northern Construction Co. and J. W. Stewart.

Winnipeg, Man.—Pool Terminals 1 and 2, located at Port Arthur, Ont., which have been operated for a number of years by the Canadian Co-operative Wheat Producers, Ltd., are now operated by us. Terminal 1 has been purchased from the Canadian Co-op. Wheat Producers, and Terminal 2 has been leased for a term of five years from Gillespie Grain Co., Ltd., of Edmonton and Winnipeg. C. S. Maxwell, Winnipeg, is terminal superintendent of both elevators. John Belanger is foreman of No. 1, and T. O. Cliff of Terminal No. 2. An additional 800,000-bu. storage unit is being added to Terminal No. 2. Frank M. Ross, formerly superintendent under the old management, is now assistant manager of the Eastern Terminal Elvtr. Co. at Winnipeg.—Manitoba Co-operative Wheat Producers, Ltd.

Fort William, Ont.—The burning of the Gillespie Grain Terminal Co.'s 250,000-bu. elevator here on Sept. 29 was one of the most spectacular fires this city has ever beheld. The loss is placed at \$250,000. Only the concrete storage annex remains, which is filled with some 60,000 bus. of grain, mostly wheat, which will be considerably reduced in grades on account of the smoke. The workhouse, with around 50,000 bus. of wheat, the loading and receiving legs, the car shed and most of the loading dock were reduced to ruins shortly after the midnight fire broke out. The failure of power lines serving the elevator probably saved the lives of four workmen who were employed on the night shift, for the plant was plunged in darkness about a half-hour before the blaze was discovered, and the workmen emerged to await the return of the current. It is presumed that the fire started in the lower portion of the workhouse, of frame and corrugated iron construction. The blaze spread like lightning. This terminal was formerly known as Pool Elevator No. 3. J. Latrell was manager of the properties.

Sarnia, Ont.—It is reported that James Playfair, of this city, has purchased the Sarnia Elvtr. Co., Ltd., the private stock having been transferred to him. This elevator was built at a cost of about \$520,000, a year ago, Sarnia advancing about \$400,000 of this amount and therefore retains its municipal interest in the business.

Vancouver, B. C.—A hearing on "screenings," was held here recently. It is charged that Vancouver consumers are paying 200 per cent more than Washington consumers and 200 to 400 per cent more than Winnipeg. Other charges were to the effect that the terminal elevator tariff, known as the "cash and toll" tariff is a combined tariff—and unfair, in comparison with the terminal elevators in Vancouver formerly in effect.

## COLORADO

Bartlett (Walsh p. o.), Colo.—L. H. Pettit Grain Co. expects to build an elevator here, it is reported.—Farmers Elevator Co.

Denver, Colo.—G. B. Muser has been appointed traffic manager for the Summit Grain Co., to take the place of George W. Beran, deceased. Mr. Muser was in the railroad business for fifteen years.

Brush, Colo.—H. H. Haslett has been appointed manager of the Brush Elvtr. Co. here, a branch of the Colo. Milling & Elvtr. Co., to fill the vacancy of Owen R. Myers, deceased. Mr. Haslett was formerly with the Crescent Flour Mills.

Denver, Colo.—George W. Beran, twenty-eight, traffic manager of the Summit Grain Co., passed away Sept. 17, at his home here, of sleeping sickness. Mr. Beran began his career as messenger boy in the C. B. & Q. offices and won his way by diligent effort to where he was considered one of the best authorities on grain rates and traffic matters in his locality.

## ILLINOIS

Somonauk, Ill.—The Farmers Elvtr. Co. has purchased a new hammer mill.

Illipolis, Ill.—Curt Myers is now in charge of the Fernandes Grain Co. here.

Hume, Ill.—The Rogers Grain & Coal Co. has succeeded the Mutual Grain Co. here.

Stewardson, Ill.—The creditors of F. R. Voris have filed a petition in bankruptcy.

Cambridge, Ill.—The Farmers Co-op. Seed Co. is installing new machinery in its plant.

Paw Paw, Ill.—The Farmers Elvtr. Co. is installing new electrical equipment in its plant.

Covell, Ill.—L. W. Martin is now manager of the Covell Farmers Grain Co., succeeding Wm. Dixon.

Scovel (Saunemin p. o.), Ill.—The Saunemin Elvtr. is building an elevator here. Balthus Fox is manager.

Tolono, Ill.—V. L. Horton has installed a feed grinding mill with 30-h.p. motor and rope drive in his elevator.

Timewell, Ill.—The elevator of the Farmers Elvtr. Co. caved in recently, causing a mixup of about 3,500 bu. of soft and hard wheat.

Manteno, Ill.—The office of the Farmers Elvtr. Co. was broken into recently for the second time within eight months. The burglars failed to get anything.

Maey's Station (Waterloo p. o.), Ill.—The elevator of the Nanson Commission Co. was destroyed by fire recently. The loss was several thousand dollars.

Gilman, Ill.—The grain dealers of this territory scheduled a social gathering in the Odd Fellows Hall on the evening of Oct. 11. The local com'te assured everybody a good time and plenty of eats.

North Aurora, Ill.—William Cowan is now manager of the North Aurora Elvtr. Co.

Champaign, Ill.—Jimmie Sledge, grain dealer, is reported to be improving from the paralytic stroke from which he suffered recently while at Excelsior Springs, Mo.

Morrison, Ill.—The Farmers Elevator is installing a new conveyor for transferring grain from the main elevator into the warehouse. The old conveyor continually clogged.

Barnes (Normal p. o.), Ill.—The Barnes Grain Co. has purchased the two grain elevators here from C. F. Scholer. The east elevator will be used for storage and the other will be wrecked.

Chestnut, Ill.—The elevator that was burned here recently was owned by the Mt. Pulaski Grain Co., and operated by H. M. Norris. It will not be rebuilt.—G. H. Hubbard, Lincoln, Ill.

Industry, Ill.—M. L. Mummert is now manager of the Farmers Elvtr. here, which has resumed operations, after a shutdown caused by the suspension of the M. L. & I. Ry., some time ago.

Roberts, Ill.—The Roberts Grain Co. was the purchaser of elvtr. of the defunct firm of Roberts & Gullet, instead of D. W. Jones of Kankakee, as erroneously reported. J. P. Russell is manager.

Arlington Heights, Ill.—The Arlington Elevator & Coal Co. plans to build two additional silos for sand, gravel and similar materials. The equipment will have capacity for handling 30 cars a day in anticipation of future business when two more silos may be added.

Marine, Ill.—The Valier Milling Co. of Marine was dissolved recently. This does not affect the business in any way, the company operating under another charter as Valier-Spies Milling Corp. with head offices at St. Louis. It owns the elevators at Marine and St. Jacob.

Kankakee, Ill.—The regular monthly meeting of grain trade dealers in the Kankakee territory, was held Oct. 3. The meeting was very largely attended and the excellent program which had been prepared was enjoyed by all. Several problems pertinent to the good of the locality were discussed.

Henry, Ill.—The roof and insulated wiring of the Turner-Hudnut elevator was damaged by lightning Aug. 29. The building is being re-wired and fully repaired with new iron roof and iron covered sides. The work is being done by crew, under H. C. Gibson, of Turner-Hudnut Co.—E. W. Abbott, manager.

Lebanon, Ill.—The Pfeffer Milling Co. has equipped its plant with a McMillin Combination Wagon and Truck Dump to accommodate several different sinks, and is now in a position to handle any length and size vehicle. This dump is electrically driven, using a 2-h.p. motor with high speed chain drive.

Decatur, Ill.—A partnership has been formed by C. L. Leiss, formerly of the Evans Elvtr. Co., Decatur, and John W. Hook, formerly sec'y and treasurer, Wells Oils Co., Decatur, to purchase the Shellbarger concrete elevator located on the I. C. and Pa. R. R., and to merchandise, receive and ship grain and soy beans under the name of the Decatur Grain & Elvtr. Co.

Mattoon, Ill.—The city council is seeking to restrain W. Ernest Orndorff, owner of the Big 4 Elevator, which was destroyed by fire here Aug. 31, from rebuilding on the old site, by extending the fire limit zone, which prohibits the erection of wooden buildings and new shingle roofs. Nearby property owners are objecting to the erection of a "new fire hazard."

Mendota, Ill.—The Federal Grain Elvtrs. of Peoria, Ill., have bot the elevator here of Eckert, Ray & Bader, C. J. Bader of the old firm being retained as manager. The above has no connection with the grain firm of Eckert & Ray, who will move their office to other quarters in the near future and continue the business of merchandising cash grain for all markets.

## CHICAGO NOTES.

Leslie F. Gates and George E. Booth of Lamson Bros. & Co., both are sojourning down at French Lick Springs.

The rate of interest for advances on Bs/L during October has been set by the directors of the Board of Trade at 6% per annum.

Columbus Day, Oct. 12, will be observed by the Board of Trade in that there will be no session. Other exchanges will likewise close.

E. H. Wichelman of Davenport, Ia., has been suspended from membership in the Board of Trade on account of insolvency of his company.

A vote will be taken Oct. 17 on an amendment to the rules of the Board of Trade that all transfer fees shall constitute a special fund to retire memberships at \$12,000 each.

Ashley O. Jones, Jr., has been suspended from the privileges of membership in the Board of Trade for six months for violating Rule 207 regarding members being both principal and agent in transactions.

Walter F. Keeley and J. Francis Bulger, of the firm of Keeley & Bulger, have dissolved partnership and Mr. Bulger is operating under the firm name of J. F. Bulger & Co., dealing in stocks, bonds, grain and brokerage.

John J. Lindman, 74, a member of the Board of Trade for nearly fifty years, passed away recently at the Evanston Hospital after a brief illness. Mr. Lindman was contemplating retiring from the firm of F. L. Schreiner, successor to Lindman & Co., which he founded.

Mr. and Mrs. Fred G. Horner will spend the next five months touring South America. They will spend much time in the Argentine Republic stopping at Rio de Janeiro, Sao Paulo and Montevideo on the going trip and at Santiago, Valparaiso, Lima, Quito, Havana and other ports on the return trip.

The Board of Trade is seeking a \$12,000,000 loan for the building of a new skyscraper to be erected on the site of its present home at Jackson Boulevard and LaSalle Street. It is expected that the financing will either take the form of a loan from one of the big insurance companies or a bond issue on the property.

Members of the Board of Trade Post with their Drum and Bugle Corps of sixty pieces left the Union Station Oct. 4 by special train, en route to the national convention of the American Legion at San Antonio, Texas. Their first stop will be in Kansas City where they will parade with members of the Kansas City Post and a motorcycle squad before carrying out a program on the trading floor of the Kansas City Board of Trade. The Board of Trade delegation will include more than one hundred persons.

The directors of the Board of Trade have approved the following report of the Rules Committee: "Your committee considers that where a seller of an 80,000-lb. capacity car shows conclusively that an 80,000-lb. capacity car was ordered, and the railroad for its own convenience provided a 100,000-lb. capacity car, the basis for settlement should be the same as tho an 80,000-lb. capacity car had been applied and, therefore, in this particular case, the surplus for adjustment should be based on 88,000 lbs. and 1,000 lbs. settled for at the market."

The following have recently been admitted to membership in the Board of Trade: Samuel M. Wright, Benton, Ill.; Robert L. Edwards, Chicago; William H. McDonald, of Rosenbaum Bros.; Frank Lukes, pres., Albert Dickinson Co.; Frank M. Palmer, general agent, Nickel Plate R. R., Chicago; John H. C. Albrecht, F. Albrecht & Co., Liverpool, Eng.; George W. Staats, of Solloway, Mills & Co., Ltd., Toronto, Ont.; Arthur O. Lowry, A. J. Buston & Co., Liverpool, Eng.; James J. O'Donohoe, pres., James J. O'Donohoe, Inc., New York; Edward S. Galloway, Spiller, Inc., New York. Membership transferred: John L. Stegenga, Robert P. Clark, William D. S. Sanday, Charles D. Boyles, Walter H. Cunningham, Estate of Edward A. James, J. Powell Crebs, Arthur J. Buston, Estate of Edmund D. Ledyard, James E. Hall. Memberships are selling at \$13,000 net to buyer.

## INDIANA

Westfield, Ind.—Kendall-Goodrich Co. is installing a Sidney Vertical Mixer.

Flat Rock, Ind.—George S. Cook, Columbus, will operate the Flat Rock Elvtr., with Walter R. Nading as manager.

Lowell, Ind.—We no longer operate as the Farmers Elvtr. Co. Hugh George Tyler is our manager.—Lowell Grain & Hay Co.

South Whitley, Ind.—The Mayer Grain Co. expects to install a Williams Hammer Grinder as soon as electric power is connected.

Shelbyville, Ind.—A number of Shelby County farmers have taken over the Kennedy Milling Co. plant here and plan to operate it as a co-operative market.

Elwood, Ind.—The Klefer Feed & Supply Co. has entered the track grain buying field on a large scale. The company is remodeling its office here to provide space for handling this part of the business. It is planned to extend operations over 20 counties.

Griffin, Ind.—A McMillin Combination Wagon and Truck Dump is being installed in the plant of N. N. Walker.

Terre Haute, Ind.—Announcement is made here of the death of Fred Wood, 43, at Los Angeles, Cal., recently, where he had gone on account of his health.

St. Paul, Ind.—G. F. Leffler, 75, passed away at his home here Sept. 18, following a stroke of paralysis. For many years Mr. Leffler operated the Nading Mill & Grain Co. Elvtr.

Nappanee, Ind.—Glen D. Stauffer, formerly one of the original owners of the Farmers Elevator, is again the owner, by purchase of the property from the Nappanee Elvtr. Co.

Logansport, Ind.—The Logansport Elvtr. Co. has equipped its elevator with a McMillin Truck and Wagon Dump, electrically driven by a 2-h.p. motor and high speed chain drive.

Otterbein, Ind.—The Otterbein Elvtr. Co. has installed a McMillin Combination Wagon and Truck Dump in its plant, electrically driven by a 2-h.p. motor and high speed chain drive.

Fortville, Ind.—Fred V. Hardin, 53, veteran grain man and manager of the Hardin Grain Co., passed away at his home here Sept. 27, after several months' illness, starting with a paralytic stroke.

New Lebanon, Ind.—Our new cribbed elevator, built by the Reliance Construction Co. is about completed, with a capacity of 17,000 bu. It is equipped with Hyatt Roller bearings, six enclosed motors and 500 bu. Hopper Fairbanks Morse & Co. scale. The sheller, cleaner and elevation machinery furnished by the Union Iron Works; truck dump by L. J. McMillin. A cob burner is also being constructed. C. W. Rule is in charge. L. Brooks & Son.

Indianapolis, Ind.—The old Elevator "D," one of the units formerly owned and operated by the American Hominy Co., is now leased to the recently organized Berry Grain Co., composed of Harry J. Berry, William A. Dorgan and George F. Off. Some alterations are now under way and the plant will soon be in condition to handle grain. Mr. Dorgan was associated for over 30 years with the Paul Kuhn Co. of Terre Haute, Ind., as manager and lately as secretary.

New Harmony, Ind.—We have taken over the Ezra Stephens Elevator here and have remodeled it thruout. We expect to operate this plant as a distinct unit but under our firm name as at West Salem, Ill. We expect to handle all kinds of grain, seeds, feed, coal and flour. Clifton Couch will be in charge, but I will be here most of the time this season. The Union Iron Works furnished the new equipment installed and the Reliance Construction Co. did the work. The members of our firm are P. R. and Clarence Couch.—P. R. Couch, Geo. Couch & Sons.

## IOWA

Chelsea, Ia.—S. A. Brush is installing a Newell Electric Truck Dump.

Mt. Union, Ia.—The Farmers Elvtr. Co. is installing a new feed mill in its plant.

Webster, Ia.—I have purchased the elevator here from the Diamond Lumber Co.—W. A. Beinke.

Des Moines, Ia.—C. O. Chamberlin, Carthage, Mo., is now superintendent of the Inland Milling Co. here.

Industry (Ft. Dodge P. O.), Ia.—The Industry Elvtr. Co. is having repairs on its elevator by T. E. Ibberson Co.

Clare, Ia.—The Farmers Elvtr. Co. has renewed its articles of incorporation, with a capital stock of \$20,000.

Vinton, Ia.—Spike & Co. are installing a 10-ton truck scale. Newell Construction & Machy. Co. are doing the work.

New Sharon, Iowa.—G. C. Bennett, local elevator and grain man, has installed a new Rosco Ajax Oat Huller in his plant.

Beaconsfield, Ia.—J. L. Allen purchased the Beaconsfield Elevator. His headquarters are at Van Wert.—Earl G. Day, manager.

Sulphur Springs, Ia.—Davis Bros. & Potter, Ft. Dodge, are doing some general repairing and covering the cupola with sheet iron. Mr. Barton is doing the work. Chas. Folk is local manager.—A. T.

Midland, Ia.—The Quaker Oats Elvtr. has contracted with the T. E. Ibberson Co. for repairs on its plant, including a new drive.

Blanchard, Ia.—The Farmers Elevator Co. has just completed the installation of a new ten-ton truck and wagon scale.—Frank M. Ward.

Wesley, Ia.—The Equity Elvtr. & Trading Co. is putting newly galvanized iron roofs on its two elevators. T. E. Ibberson Co. is doing the work.

Williams, Ia.—I have installed a truck dump, a 10-bu. Richardson scale, and will raise cupola and put in other repairs in my plant.—C. E. Beall.

Inwood, Ia.—The Klein Elevator here was pilfered by a pair of thugs who shot the town's night-watchman in attempting to make their escape unmolested.

Oto, Ia.—W. R. Rock, of W. R. Rock & Co., is running for sheriff on the independent ticket. He was high man in the primaries on the Republican ticket.

Estherville, Ia.—H. N. Jensen & Sons have installed a new hammer mill in their plant. It has twice the capacity of their former one, with a 75-h.p. motor attached.

Madrid, Ia.—We have installed a Bauer Bros. Hammer Mill and 85-h.p. engine in our plant and are now grinding everything "grindable." Soderlund Bros. Grain Co.

Cedar Rapids, Ia.—The Cedar Rapids Grain Co. is repainting its buildings. The modern way of spraying paint on is being used.—Art Torkelson, Lamson Bros. & Co.

Grand River, Ia.—J. L. Allen Grain Co., with headquarters at Van Wert, Ia., has bot six of the elevators in this vicinity which formerly belonged to the O. A. Talbott Co. W. L. Overholtzer is agent here.

Rowan, Ia.—Pelley & Rietz have purchased a feed grinder and will build an addition on the north end of their elevator to accommodate same. This improvement will be completed and ready for operation by Dec. 1.

Latimer, Ia.—The Quaker Oats Co. of Cedar Rapids has purchased and taken possession of the elevator and grain business of the Fullerton Lumber Co. here. Henry M. Jensen, former manager, will continue in the lumber game.

St. Ansgar, Ia.—The new lumber shed and office of the St. Ansgar Lumber & Grain Co. is completed. It is 160 feet long and 58 feet wide, constructed of brick and asbestos shingle roof, with five times the capacity of the old shed. Paul R. Morgan is manager.

Newell, Ia.—Mr. and Mrs. Earl Galbraith, of Galbraith elevators, are the proud parents of a baby boy, born Oct. 8. "Grandpap" Galbraith, commonly known as Wm. Galbraith, present manager of the Farmers Elvtr. Co. at Sac City, reports he does not feel a day older.—A. T.

Sioux City, Ia.—Funeral services for John H. Sanford, well known grain dealer here, whose death recently occurred in Omaha, were held at LeMars, Ia., on Oct. 1. Mr. Sanford was 38 years old. Until about three months ago he was actively identified with the Sioux City trade. Surviving him are his widow and three sisters.

Hamburg, Ia.—Wert Reid, proprietor of the Reid Grain Co., bought the D. M. McBride Elevator here. Mr. McBride has no plans for the immediate future outside of an extended rest after eighteen years of continued business activity. Mr. Reid is not a stranger among the grain trade as he formerly operated an elevator here.—Frank M. Ward, Falls City, Neb.

Sioux City, Ia.—J. J. Mullaney, operator of a line of grain elevators, has leased the property formerly known as the Akron Mill, from the Northwestern Railway. The plant is being rebuilt by John S. Metcalf Co., to have a storage capacity of 125,000 bus., a scale of 120,000 lbs. capacity, a 15-ton truck scale and a drier. The feed warehouse is being remodeled for sacking machinery, corn cracker and feed mixers.

Livermore, Ia.—Bernard Devine had a narrow escape Oct. 5, when the team he was driving became unmanageable and ran away. He was driving one team and another team, with a second load of oats, was trailing. The tongue of the first wagon dropped as he was entering the elevator, frightening the horses, which bolted and ran, drawing the second team after them. Mr. Devine kept a cool head and managed to hold to the lines of his team and with the aid of the manager of the elevator and some others, stopped the runaway horses, with only the loss of a few bushels of oats.

Ewart, Ia.—Paul Peterson's elevator which was destroyed May 22nd by fire, will not be rebuilt at present. Fullerton Lumber Co. is shipping such grain as can be handled with a portable elevator until such time as a regular elevator is built. It is likely that a farmers company will be organized to handle the business, if no other is built.—The Fullerton Lmbr. Co., S. F. Price.

## KANSAS

Hutchinson, Kan.—The C. D. Jennings Grain Co. has purchased a site for a new elevator here.

Rossville, Kan.—W. S. Bolton, manager of the Farmers Co-operative Elvtr. Co., resigned Oct. 1.

Onaga, Kan.—The Onaga Lumber & Grain Co. has had its elevator rodged for lightning protection.

Hutchinson, Kan.—H. T. Radcliffe is now connected with us in general capacity.—The South-west Grain Co.

Oketo, Kan.—C. W. Hagerman, of Liberty, Neb., is the new manager of the Farmers Elvtr. Co. here.

North Topeka, Kan.—Our new storage plant is completed and now completely filled.—The Willis Norton Co.

Larned, Kan.—D. McQuillen, formerly of Wichita, Kan., is now superintendent of the Keystone Milling Co.

Hutchinson, Kan.—The Grain Belt Elvtr. Co. has purchased additional ground beside the plant now being erected.

Centerview, Kan.—W. E. Erwin and Ora Moore have bot a grain elevator here. Mr. Moore will be in charge.

Lindsey, Kan.—W. R. Bullen suffered a small loss by fire on Oct. 1 when fire started in the cupola of his elevator here.

Rexford, Kan.—Fred Mosher has let contract for putting on lightning rods on six elevators located in Kansas and Colorado.

Haviland, Kan.—I have succeeded Everett Hardgrove as manager of the Farmers Co-operative Co. here.—O. C. Glenn.

Bird City, Kan.—The Bird City Equity Mercantile Exchange recently had lightning rods put on its elevator to afford it ample lightning protection.

Wichita, Kan.—C. E. Jones, of C. E. Jones Grain & Elvtr. Co., at Wellington, Kan., is now a member of the Wichita Board of Trade, with an office in the W-K-H Bldg.

Hutchinson, Kan.—G. H. Bidwell, who succeeded C. S. Hopper as local manager for Goffe & Carkener, Inc. has been admitted to membership in the Board of Trade here, on transfer of Mr. Hopper's membership.

Sanford, Kan.—Leslie Martin has been appointed manager of the Sanford Grain & Supply Co. here, succeeding George Kelsey, who resigned to accept the local managership of the Pawnee County Co-operative Ass'n.

Willis, Kan.—Dr. J. J. Comer, grain dealer, physician and surgeon, recently returned from a trip abroad, having visited England, France and Belgium. Mrs. Comer accompanied him and both report a delightful trip.—Frank M. Ward.

## KENTUCKY

Owensboro, Ky.—The Owensboro Milling Co. has installed a McMillin Combination Wagon and Truck Dump in its plant to accommodate its grain sinks. The dump is driven with a belt from a nearby power shaft.

## LOUISIANA

New Orleans, La.—Gordon Tonry has been appointed ass't manager in the grain and hay department of J. S. Waterman & Co.

## MARYLAND

Baltimore, Md.—C. Richard Martin, Jr., John, P. Link and Wm. P. Crumling have applied for membership in the Baltimore Chamber of Commerce.

Baltimore, Md.—Samuel G. Crocker fell and broke his hip Sept. 25. Mr. Crocker is the oldest member of the Baltimore Chamber of Commerce and was for many years in the grain and feed business of this city.

Baltimore, Md.—Mrs. Nannie Poultney Fisher, widow of Charles D. Fisher, one of the founders of the grain exporting firm of Gill & Fisher in this market, died on Oct. 1 at Ruxton, Md., age 83. She had been in failing health for some months. Death resulted from a stroke.

## MICHIGAN

Clinton, Mich.—The Atlas Milling Co. has had copper cable lightning rods installed.

Beulah, Mich.—The Benzle Co-op. Co. has installed a fully enclosed self-ventilated 5-h.p. G. E. ball-bearing motor.

Fenwick, Mich.—Hart Bros., Saginaw, Mich., have purchased the Wellman elevator here, which has been idle for several years.

North Branch, Mich.—The Webster Elvtr. Co. is installing an attrition mill connected to a 30-h.p. fully enclosed self-ventilated motor.

Augusta, Mich.—The Augusta Milling Co. will install a magnetic spout for use ahead of the attrition mill to take tramp iron out of the stock to be ground.

Belding, Mich.—The Belding Coal & Produce Co. has recently provided lightning protection for its plant by properly grounding the corners of the iron cladding with copper lightning rod cable.

Pinckney, Mich.—Cass City Grain Co. is installing a Miracle Ace Feed Mixer which will be operated by a 3-h.p. Fairbanks-Morse fully enclosed, self-ventilated motor controlled by automatic switch.

Shepherd, Mich.—Manager Hudson of the Shepherd Elevator Co. reports that he will install at once a magnetic spout ahead of his attrition mill for removing tramp iron from the stock to be ground.

Manton, Mich.—Chas. D. Phelps has purchased a 3-h.p. G. E. fully enclosed, self-ventilated, ball-bearing motor, controlled by an automatic switch. This motor will operate potato grading machinery.

Williamston, Mich.—The Williamston Elvtr. Co. has installed a 2-h.p. G. E. fully enclosed self-ventilated ball-bearing motor for operating elevator legs in its feed mill, which is controlled by automatic switch.

Stanton, Mich.—The Stanton Elvtr. Co. has bot the Buckrell blacksmith building, including a frame building next to it, which will be equipped with modern elevator machinery and occupied by the Stanton elevator.

Flushing, Mich.—The Flushing Elvtr. Co. is installing a ball-bearing attrition mill and Bryant Corn Sheller, operated by 40-h.p. slip ring alternating current motor. Hyatt Roller Bearings will be used on the main line shaft.

Cass City, Mich.—The Cass City Grain Co. is installing a Miracle Ace Hammer Mill direct connected to a 50-h.p. motor. This equipment also contains a built-in magnetic spout for removal of tramp iron from stock to be ground.

Vandalia, Mich.—Death came for F. A. Tiet-sort, prominent grain and stock buyer, early on the morning of Oct. 5, following a prolonged illness. Mr. Tiet-sort was born in Cassopolis. He is survived by his mother, three sons and a daughter.

Saginaw, Mich.—The Michigan Bean Co., with headquarters here, recently rewired the electric light wiring in several of its elevators, placing same entirely in conduit. This was done at Vestaburg, Midland, Fenton and Crosswell elevators.

Durand, Mich.—Isbell Brown Co. of Lansing is reconditioning its elevator at this station which has been idle for several years. The electric wiring is all being installed in conduit and automatic switches are being used to control the motors.

Coats Grove, Mich.—The elevator owned by Smith Bros., Velte & Co., narrowly escaped destruction by fire Sept. 18. Prompt action by volunteer firemen and the fire department saved the building. The fire started in the basement from a gasoline engine.

Mt. Pleasant, Mich.—The Mt. Pleasant Co-operative Elevator Co. has let a contract for the installation of a No. 4 J. B. Feed Mill direct connected with a 50-h.p. motor. A magnetic spout will be placed ahead of the grinder to take out tramp iron.

Tekonsha, Mich.—Earl W. Randall, owner of the A. H. Randall Mill Co., has given the contract to the Hicks Co. for installing copper cable lightning rods. Other equipment to be added will be a magnetic spout to take tramp iron out of the stock to be ground.

Standish, Mich.—C. F. Hall, owner of the Standish Flour Mills, has installed a 10-h.p. fully enclosed self-ventilated motor with anti-friction bearings.

Boyer City, Mich.—Boyer City Co-operative Co. has bot the Hankey Milling Co. elevator and potato warehouse here, which doubles its former capacity. F. Wesley Dilworth, who has been the efficient manager of the Co-operative Co. for ten years, will continue in this capacity.

Deford, Mich.—The Cass City Grain Co. is installing a Miracle Ace cold process molasses feed mixing outfit. It is also installing a 10-h.p. motor to operate the feed mixer, and a 2-h.p. motor to operate the molasses pump. Both motors are Fairbanks-Morse, fully enclosed, self-ventilated, ball-bearing type.

Vernon, Mich.—Chatterton & Son, with headquarters at Lansing, Mich., have installed a McMillin Combination Wagon and Truck Dump in their plant here. This dump will accommodate and supply grain to sinks from two different dump doors. The dump is driven with a 2-h.p. motor and high speed chain.

Dewitt, Mich.—Christian Breisch & Co. is enlarging its elevator, adding a double runner attrition mill run by one 40-h.p. type K fully enclosed self-ventilated motor, also a 7½ and a 5-h.p. motor of a similar type, controlled by automatic starters. A magnetic spout is being placed ahead of the feed mill to remove the tramp iron from the stock.

Bancroft, Mich.—The rewiring of the Bancroft Elevator Co.'s plant for 3-phase motors is practically complete. Fully enclosed, self-ventilated, anti-friction bearing motors will be installed thruout, controlled by automatic switches. On the motors larger than 5 h.p., switches with dust-tight cases will be used. A magnetic spout has also been provided ahead of the attrition mill to take out tramp iron.

Kaleva, Mich.—The Kaleva Produce Co. has just protected its plant against lightning by the installation of copper cable lightning rods. This plant was struck by lightning during the summer of 1927 but the lightning passed off to the ground thru the conduit electric light, or power wiring, which fortunately was well grounded. Apparently because of this little or no damage was done to the plant at that time.

Eagle, Mich.—Balderson & Co. have just replaced their gasoline engine with a 25-h.p. single-phase electric motor enclosed in a fire resistive motor enclosure built of rigid asbestos lumber and reinforced concrete. This enclosure is, of course, ventilated to outdoor air. The entire plant has also been overhauled and put in first class shape. Hyatt Roller Bearings were used on the jack shaft which drives the feed mill.

Constantine, Mich.—The mill of the Barr Bros. Milling Co. was destroyed by fire early on the morning of Oct. 4, at a loss of \$15,000, only one-third of which was covered by insurance. The mill was built in 1877. The Barr brothers purchased the old mill in 1926, coming here from Ohio. They had been doing an excellent business. Considerable hay grinding was done in this plant in a hammer mill not protected with a magnetic separator, and it is thought quite possible that the fire might have been caused from tramp iron.

## MINNESOTA

Peterson, Minn.—M. B. Gullickson is the new manager of the Farmers Elvtr. Co. here.

Melrose, Minn.—J. N. Schmitz, of Rush City, has bot the elevator of J. Borgerding & Co.

Jackson, Minn.—Oliver Lande, of Buffalo Center, Ia., is now manager of the Farmers Elvtr. Co.

Warren, Minn.—Perry T. Wood has been appointed receiver for the Farmers Mill & Elvtr. Co.

Bird Island, Minn.—The Farmers Elvtr. Co. has had considerable repairs made to its plant by the T. E. Ibberson Co.

Hartland, Minn.—The old defunct Farmers Elvtr. Co. is now being operated under the name of the Hartland Elvtr. Co.

Duluth, Minn.—The following have been admitted to membership in the Board of Trade: T. C. MacInnis, W. E. Fremont, S. M. Sorenson and E. W. Lenhort.

Bristol Center, Minn.—The Bristol Center Mill was completely destroyed by fire recently, in spite of the best efforts of the Preston and Harmony fire departments.

Odessa, Minn.—The Odessa Farmers Elvtr. Co. has had a new 10-ton Fairbanks Scale and a Strong-Scott Dump installed and other repairs made by the T. E. Ibberson Co.

South Haven, Minn.—The Osborn-McMillan Co. is installing a new feed mill with modern equipment to facilitate the loading and unloading of grain. A new dumping arrangement will be built within the building and electrical power used. N. A. Brown is manager.

#### MINNEAPOLIS LETTER.

Herman Jeub, of Herman Jeub Co. had the misfortune to break his collar bone in an auto accident recently.

Thos. R. (Ray) Barrett is now a member of the Chamber of Commerce, representing H. L. Hankinson & Co. on the trading floor.

The addition of ten reinforced concrete tanks to the elevator owned by Hallet & Carey Co., Calumet, Minn., is now complete. McKenzie-Hague Co., Inc., were the contractors.

Geo. M. Buswell is now associated with Hallet & Carey as traveling representative and will cover territory in North Dakota, east of Minot. He will reside in Tower City.

The following have been elected to the Chamber of Commerce for office beginning Oct. 15: Pres., W. J. Russell; second vice-pres., C. T. Stevenson; directors, H. G. Dickey, P. B. Getchell, W. C. Helm, F. Carleton Smith, W. H. Mills. For the Board of Arbitration: C. E. Lockerby, J. H. Staddon. For the Board of Appeals: E. L. Doherty, M. W. Smith.

### MISSOURI

Slater, Mo.—Windstorm damaged the plant of the Slater Mill & Elevator Co. on Sept. 11.

Rockville, Mo.—The Rockville Equity Exchange has installed lightning rods on its elevator.

Bowling Green, Mo.—Lightning rods were recently put on the elevator of the Farmers Equity Exchange here.

St. Joseph, Mo.—Chas. M. Gray, of Fortescue, Mo., is now connected with the Gordon Grain Co. here as traveling representative.

Burlington Junction, Mo.—M. M. Adkins has let contract to Younglove Construction Co. for a 10,000-bu. elevator with corn sheller and cleaner equipment.—F. M. Ward.

Tarkio, Mo.—The Tarkio Mill & Elevator has let contract to the Younglove Construction Co. for general improvements to its elevator, including a warehouse, sheller and corn cleaner.—Frank M. Ward.

Chillicothe, Mo.—Jack Girdner, who formerly represented Armour Grain Co. here but who more recently operated a brokerage office in Chillicothe on his own account, was recently injured in an automobile wreck. It is reported that he is gradually improving from his injuries.—Frank M. Ward.

St. Louis, Mo.—The membership of the St. Joseph Grain Exchange held a meeting and dinner at the Highlands Golf and Country Club on Sept. 25. About 40 members attended. Com'te reports were tendered and new members elected since the prior meeting were called upon for talks.—Nelson K. Thomas, sec'y.

#### KANSAS CITY LETTER.

Kansas City, Mo.—Robert T. Browne has resigned from the consignment department of the Vanderslice-Lynds Co.

Kansas City, Mo.—The Southland Milling Co. has been incorporated for \$35,000 by J. P. Ellison and others.—P. J. P.

James F. Hughes has applied for membership in the Board of Trade on transfer of W. H. Marshall, deceased. No consideration was involved.

### MONTANA

Shawmut, Mont.—Louis C. Kurth is the new manager for the McLean Elvtr. Co.

Fairview, Mont.—The National Elvtr. Co. has purchased the Independent elevator from R. Jacobson.

Helena, Mont.—Goodwin Joselowitz has been appointed to take charge of the proposed wheat testing laboratory at Glasgow, Mont.

Medicine Lake, Mont.—The Imperial Elvtr. Co. here has installed a new leg and other repairs, which were made by the T. E. Ibberson Co.

Bainville, Mont.—The Winter-Truesdell-Diercks Co. is making repairs on its elevator here. T. E. Ibberson Co. is doing the work.

Strater, Mont.—The St. Anthony & Dakota Elevator Co. is having its local elevator moved to another station by the T. E. Ibberson Co.

Ft. Union, Mont.—The elevator of F. A. Weinrich was destroyed by fire Sept. 30 which originated in brush along the railroad track.

Lewiston, Mont.—The mill of the Judith Milling Co. is nearly completed, having been rebuilt at a cost of nearly \$75,000, with a capacity of 600 barrels.

Scobey, Mont.—Owing to the construction of our elevator, which did not permit installation of the four hanging bins we planned, we did not carry out our intentions to build. P. T. Karlsrud, manager the Farmers Elvtr. Co.

Plentywood, Mont.—J. V. Papenfus is the new owner and manager of the Progressive Farmers Club elevators located here and at Midby, Mont., to be known as the J. V. Papenfus elevators. Vigo Peterson is the local buyer and Blaine Dean buyer at Midby.

### NEBRASKA

Houston, Neb.—Homer Koons has put lightning rods on his elevator here.

Touhy, Neb.—Mail addressed to C. A. Novacek, agent, Nye & Jenks Grain Co., is returned unclaimed.

Gordon, Neb.—A Winter Type W Dump is being placed in an elevator here by the W. H. Cramer Construction Co.

Marquette, Neb.—The Marquette Elvtr. Co. has overhauled its electric power equipment and installed lightning rods.

Rushville, Neb.—The Rushville elevator recently bot by R. A. Guihen, will be operated as Guihen Grain & Coal Co.

Big Springs, Neb.—A Winter Type W Dump has been installed in an elevator here by the W. H. Cramer Construction Co.

Wausa, Neb.—Elmer Servine, mgr. of the Farmers Elvtr., has resigned and is with the Flynn Com. Co. at Sioux City, Ia.

Lodgepole, Neb.—Lightning protection was lately added to the plant operated here by C. A. Fuelscher, through the installation of lightning rods.

Council Bluffs, Ia.—The new Burlington terminal elevator is now completed, with an increased storage capacity totaling 2,000,000 bus. It is known as Farmers Elvtr. Chas. F. Wilker is manager.

Nebraska City, Neb.—A. B. Wilson, who operates six elevators with headquarters here, recently took a business and pleasure trip to New York. R. W. Nosky was in charge of the office during Mr. Wilson's absence.—Frank M. Ward.

### NEW ENGLAND

Belchertown, Mass.—Fire practically destroyed the elevator and mill of Ryther & Warren on Sept. 28. The loss was estimated at \$50,000 and includes 15 cars of grain and a large supply of lumber.

Boston, Mass.—We are indebted to Louis W. DePass, sec'y for a copy of the annual 1928 booklet, containing a list of officers and members, trade rules, brokerage rates, by-laws, etc., of the Boston Grain & Flour Exchange, Inc., and the Boston Curb Exchange.

### NEW YORK

Geneva, N. Y.—The steam power flour mill of R. H. Robinson and Jennie S. Robinson burned at 3:45 p. m., Sept. 15.

Buffalo, N. Y.—The 3,000,000 bu. concrete elvtr. being erected for the Hecker-Jones-Jewell Co., on the Buffalo River, by the James Stewart Corp., is receiving again.

Buffalo, N. Y.—The addition to the Eastern States Milling Co.'s plant has been completed by the Monarch Engineering Co. Its four legs will greatly expedite the handling of material. The contract amounted to \$150,000.

Rome, N. Y.—Charles William Dingman, for many years sec'y and treas. of the Armour Grain Co., and one of its organizers, passed away recently while on a visit to Boston. He retired from active business in 1920 and has since lived in Rome, N. Y.

#### NEW YORK CITY LETTER

Memberships in the Produce Exchange are selling at \$17,750.

L. A. Underwood has severed his connection with Dreyfus & Co.

The following have applied for membership in the Produce Exchange: Norman T. Bolles and Benjamin F. Nelson, Jr.

In a vote of 305 to 2, Sept. 28, members of the Produce Exchange voted to modify the rules of the exchange to allow trading in securities, to take effect about Oct. 15.

Joseph H. Matthews, who has been in the New York office several years, is now local manager for Lamson Bros. & Co., to take the place of W. G. Munn, who resigned recently.

James J. O'Donohoe, Produce Exchange Bldg., Inc., is the name of a new firm. James J. O'Donohoe is president. Geo. J. Lullie, who is treasurer, was formerly connected with the Grain Growers Export Co., Inc.

We are indebted to William C. Rossman, sec'y, for the biennial report of the New York Produce Exchange, containing rules, regulations, and data regulating and governing of byproducts, such as cotton seed, vegetable oils, waxes and fats.

New York, N. Y.—On Sept. 28 the New York Produce Exchange voted numerous amendments to its by-laws. A new paragraph was added to Section 4, stating "The Sec'y shall keep a register of persons who desire either to purchase or sell a certificate of membership, together with the prices sought to be paid or accepted therefor by such persons." Section 21 is amended so the first sentence reads, "For the purpose of defraying the expenses of the Exchange, the Board of Managers shall annually assess upon each certificate of membership such sum as it shall deem expedient or necessary, not less than \$10 nor more than \$80." Section 55 now gives the Board of Managers authority to make rules for dealing in securities by members of the Exchange and Partnerships Registered on the Exchange, with full power to amend, alter or repeal such rules. Amended Section 58 raises the annual assessment on associate members from \$100 to \$150.

### NORTH DAKOTA

Jessie, N. D.—The Farmers Elvtr. Co. has installed a Winter Universal Drive.

Havana, N. D.—The Farmers Co-op. Grain Co. has installed a Winter Worm Gear Drive.

Harvey, N. D.—Otto Schmidt, Martin, N. D., is the new local agent for the Osborn-McMillan Elvtr. Co.

Fairmont, N. D.—The Northwest Seed Growers Ass'n has installed a hammer feed mill in its elevator here.

Lawton, N. D.—P. A. Minno, H. J. Hall and Star Harwick, have incorporated as the Federate Grain Co., Inc., cap. \$25,000.

Fryburg, N. D.—The Independent Grain Co. incorporated by A. E. Erickson, A. J. Beaudin and Clara Beaudin; capital stock, \$10,000.

Brinsmade, N. D.—Thomas Ose will install complete new electric equipment and Hinkley Head Drive. T. E. Ibberson Co. will do the work.

Coulee, N. D.—The St. Anthony & Dakota Elvtr. Co. is adding an annex to its elevator here, the work being done by the T. E. Ibberson Co.

Garske, N. D.—The Farmers Union Grain Co. of Devils Lake, N. D., is making extensive repairs on its plant here, T. E. Ibberson Co. doing the work.

Clifton, N. D.—The King Grain Co. is installing scale and dump in its plant here, also painting and other repairs. Hickok Construction Co. is builder.

Buffalo, N. D.—The Cargill Elvtr. No. 1 was destroyed by fire recently; estimated loss between \$10,000 and \$25,000. Sparks from a train are supposed to have started the fire.

Kramer, N. D.—The Northland Elvtr. Co. is installing a new elevator leg, with motor and Hinkley drive, DP buckets and Beryl-Hyatt roller bearings. Hickok Construction Co. has the contract.

Williston, N. D.—The Big Flat Grain Co., a subsidiary of the Winter-Truesdell Dircks Co., of Minneapolis, has purchased the Independent Elvtr. here. Thomas Lillethun, of Charbonneau, is grain buyer.

Great Bend, N. D.—Fire destroyed the Farmers Elevator and contents, wheat in two cars on the siding and one car loaded with flax. The Great Western elevator stood in the path of the flames but was not damaged.

Surrey, N. D.—We have installed a ten-ton scale and a truck dump, two stands of legs and two new spouts, also a new concrete water-proof pit in our plant, in addition to new drive-ways.—Surrey Farmers Co-op. Elvtr. Co.

Strasburg, N. D.—Fire completely destroyed one of the Liberty Grain Co.'s four elevators here. The burned plant was not in operation this season. The value of this property is placed at \$15,000, on which the insurance is understood to have lapsed in July.

Hebron, N. D.—I. Z. Goldstein has taken over the elevator plant of the Gold Mill & Elvtr. Co., which has been idle for a number of years. Much time and money have been spent in getting the plant in modern running order. E. E. Elser is manager and Joe Rehling is grain buyer.

Parshall, N. D.—The wood elevator owned by the Robideaux Grain Co., which burned recently, will be replaced by a concrete structure with a capacity of 40,000 bus. It will be equipped with a Fairbanks scale, Strong-Scott Dump, two legs with 2,500 bus. capacity and Winter Universal Head Drives. McKenzie-Hague Co., Inc., are the contractors. Temporary scales and a blower system for loading cars have been installed pending the construction of the new plant which is to be completed before Dec. 1.

## OHIO

Sherwood, O.—The Co-op. Co. is installing a hammer mill and feed mixer.

West Jefferson, O.—The leg of the West Jefferson Elvtr. Co. was damaged by fire Sept. 9.

Wauseon, O.—A. L. Kolb is installing a large mixer. Sidney Grain Machinery Co. has the contract.

London, O.—In addition to their other new equipment, Farrar & Watts are installing Sidney Power Feeder.

Sandusky, O.—G. L. Showalter has taken over the Heabler & Heabler coal yards, the latter firm retaining the elevator and flour mill.

Monroeville, O.—The Seaman-McLean Elvtr. was struck by lightning recently, but little damage was done, owing to a heavy rainfall at the time.

Lebanon, O.—The warehouse of the Lebanon Farmers Co-op. Co. was damaged slightly by fire Sept. 16, which originated from a burning refreshment stand.

Troy, O.—E. C. Stratton, a member of the board of this company since 1919, recently passed away at his home.—George Williams, manager, Troy Grain & Supply Co.

Merrill, O.—Our new elevator is just about completed. We have installed a wagon and truck scale, also an inside cup elevator system.—The Pollock Grain Co., Van Wert.

Leesburg, O.—We are enlarging the storage capacity of our warehouse for the manufacture of live stock feeds and will also do custom grinding and mixing in connection with the milling business, having both a batch and a continuous mixer.—The Dewey Bros. Co.

Fostoria, O.—Getting markets by radio has been very unsatisfactory in this territory for several months and CND markets are so few and far between that they are not very satisfactory, so we have installed a grain ticker in our office.—A. T. Ward, mgr. Seneca Grain Co.

Columbus, O.—The 50th annual mid-winter meeting of the Ohio Grain Dealers Ass'n is scheduled for Oct. 23, commencing with a noon luncheon. Headquarters will be at the New Southern Hotel. A directors' meeting will be held the previous evening. Headliners on the program include S. T. Edwards of Chicago, whose subject is "Making Fortunes on Feed." An overwhelming turn-out is promised. John Motz is arranging the program. "It is my idea," states the capable secretary, W. W. "Bill" Cummings, of Toledo, O., "to follow the meeting at Columbus with local meetings in Fostoria, Mansfield and Marion a week or so later, then about Dec. 1 have a group meeting at Greenville, Middletown and Washington, C. H."

Toledo, O.—John W. Luscombe of Southworth & Co., has gone to Paris on a business trip, after which he will tour Europe for ten weeks visiting seven different countries. Yes, of course, he is taking his better half along.

Toledo, O.—Howard F. Prue, ass't under C. L. Cannon, former Toledo federal supervisor who was promoted to Chicago, has been appointed chief of this district, including Detroit, Cleveland, Pittsburgh, Mansfield, Toledo and other points.

Toledo, O.—Art Mylander, long a trusted employe of Southworth & Co., was pleasantly surprised last week upon severing his connection with the firm. His employer and fellow workers presented him with a handsome suitcase and a check for \$100.

Monnett, O.—We are installing a McMillin Truck and Wagon Dump. We just completed installing new elevator legs for both wheat and oats and a new boot in the oats leg. Next spring we plan to re-side the elevator with metal.—C. A. Smith, The Monnett Elevator Co.

## OKLAHOMA

Hillsdale, Okla.—The Hillsdale Equity elevator, which burned recently, contained 9,000 bus. wheat.

Anadarko, Okla.—The elevator of Mills Bros. will be sold at auction Oct. 8, owing to the demise of both the Mills brothers.

Duncan, Okla.—The Powell Grain Co. is expanding its wholesale department. Rapid progress is being made on its new elevator.

Morrisville, Okla.—Oad and Louise Colbert, Oklahoma City, and Charles Hill Johns, Tulsa, Okla., have incorporated the Morrisville Mill & Elvtr. Co., at \$15,000.

Temple, Okla.—We have added four cars storage capacity to our plant, which gives us seven cars capacity for sack feed.—McDonald Grain Co., J. E. McDonald.

Cashion, Okla.—The Pennington Grain Co.'s property has been purchased by Fred Lankard of the Kingfisher Mill & Elevator Co. Change of management was effected Oct. 1.

## PACIFIC NORTHWEST

Kahlotus, Wash.—A warehouse, to hold 5,000 sacks, is being built by Phillippay, Watson & Delaney Grain Co.

Jerome, Idaho—The Farmers Elvtr. is installing new equipment in its lately completed addition to its plant of 60x81 ft.

Wilbur, Wash.—The 85,000-bu. grain elevator for the Almira Farmers Warehouse Co. has been completed at a cost of \$21,000. This new plant replaced that destroyed by fire a year ago.

Twin Falls, Idaho—The Globe Grain & Milling Co. of Ogden, Utah, has just completed its elevator here with up-to-date equipment and a capacity of 3,000 bus. Charles A. Wing is manager.

St. Anthony, Idaho—The St. Anthony Flour Mill is adding a 2-story warehouse to the plant, which will increase the capacity to about thirty carloads. New milling machinery and new automatic truck lift will also be installed.

Tacoma, Wash.—A proposition has been submitted to the election board of Pierce County, to authorize the port of Tacoma commission to issue bonds to erect a grain elevator here, to be completed in time for next year's crops.

Michaud, Idaho—The Michaud Warehouse & Grain Co. is building an addition of 50x120 ft., which will increase its storage capacity to about 60,000 sacks.

Lewiston, Idaho—The Independent Warehouse Co., with headquarters at Pendleton, Oregon, has filed articles, permitting it to do business in this state.

## PORTLAND LETTER.

Portland, Ore.—Hood Bros. recently added a grain brokerage business to their stock and bond departments.

Portland, Ore.—The Portland Merchants Exchange, thru its grain com'ite, recently established a discount of 50 cts. a ton on grain delivered from valley points in less than carlots, at the request of the Willamette Valley Grain Dealers Ass'n.

Portland, Ore.—Floyd Roberts, Paul Ostroot and Ray Meier have been appointed to investigate the advisability of applying red mill run in 100-lb. sacks from Montana on the Portland Merchants Exchange, trading rules, instead of the present 80-lb. sacks.

Portland, Ore.—Combined com'ites of the Portland and Seattle, Merchants Exchanges, have been appointed for the purpose of establishing a standardization of fees, whereby better regulations can be maintained over commissions and brokerage.

Portland, Ore.—Walter Wilson, local manager for Louis Dreyfus & Co. and well known in Pacific Northwest grain circles, entered wedlock with Miss Dorothy Townsend last Saturday nite. His many friends in the trade wish them both long years of happiness.

Portland, Ore.—An option covering wheat for prompt delivery (10 days from date of sale, Sundays and holidays excepted), was placed in effect on the Portland Merchants Exchange on Oct. 1. This was done to reflect cash values at Portland. During dull periods when bid prices will not reflect Portland cash values, the quotation com'ite will establish them.

## PENNSYLVANIA

Philadelphia, Pa.—A complete corn shelling plant is being installed in the Girard Point Elevator of the Penn. R. R. by the James Stewart Corptn.

## SOUTH DAKOTA

Marion, S. D.—Lightning rods have been put on the elevator of the Farmers Co-operative Ass'n.

Fedora, S. D.—The elevator of the Fedora Grain Co. has been rodded for lightning protection.

Hecla, S. D.—Estee Elevator Co. has had lightning rods placed in its elevator to afford lightning protection.

Wessington, S. D.—The Eagle Roller Mill Co. is having some repairs made in its plant. T. E. Ibberson Co., contractors.

Mansfield, S. D.—The Atlas Elevator Co. is equipping its plant with a new leg and engine. T. E. Ibberson Co., contractors.

McLaughlin, S. D.—Repairs will soon be started on the Farmers Elvtr. here. T. E. Ibberson Co., are the contractors.

Castlewood, S. D.—The Eagle Roller Mill is having a new Fairbanks-Morse Coal Scale and other repairs installed by the T. E. Ibberson Co.

Draper, S. D.—The new elevator of the Western Terminal Elevator Co. being built here for M. King has been completed and placed in operation.

Rutland, S. D.—George P. Sexauer & Son have installed a new 10-ton scale and a Strong-Scott Dump and other improvements, by the T. E. Ibberson Co.

Scenic, S. D.—Tentative plans are in progress to rebuild the old elevator which burned here several years ago, although nothing definite has yet been determined.

Arlington, S. D.—Cyril Moore has severed his connections with the Reese Elevator here. It is understood he will be located in either Huron or Aberdeen in the future.

Mellette, S. D.—The Mellette Roller Mill has been placed in operation again by E. Brunn, who had sold it but has repurchased following a period when it stood idle.

Selby, S. D.—H. A. Campbell, manager of the Selby Equity Union Exchange, passed away at the hospital here, where he underwent an operation. He was ill only a few hours.

Belvidere, S. D.—Steps have been taken to erect another local elevator. It is also reported that a syndicate of grain men will erect elevators at Belvidere, Murda, Okaton, Madoka and Interior.

Watertown, S. D.—We are operating the grain business taken over from the Selmser Fuel & Grain Co., as reported, and have added feed and seed in wholesale lots to our side lines.—Von Wald-Lovre Co.

Mitchell, S. D.—Fire destroyed the flour and feed grinding unit of the Mitchell Roller Mills on Sept. 21. Loss was estimated at \$15,000 by the proprietor, Charles Peters, about one-third of which is covered by insurance. He expects to rebuild.

Orient, S. D.—We did not move one of our elevators, but we did do some repairing and moving around a bit to put in a new pit, pit grate, a complete new leg and a 10-ton Fairbanks Type-Registering Beam Coal Scale. We moved the corn crib from Elevator No. 2 to Elevator No. 1, and we moved the store house, or flat house, down to Elevator No. 1, also the latter to be used for storing pig meal, salt, twine, tankage, bran and shorts, etc. The total expense in all was about \$3,000. I am manager at present.—W. L. Griffith, Ree Valley Farmers Co-operative Ass'n.

## SOUTHEAST

Birmingham, Ala.—Charles R. Plosser, pres., of the Bradshaw Plosser Warehouse Co. passed away at his home here Sept. 1 after a short illness.

## TENNESSEE

Memphis, Tenn.—The Inland Waterways Corp., which has been considering leasing the terminal elevators here, will not give a decision for at least three months yet, according to its advisory board, which needed more time to study the proposal.

## TEXAS

Lamesa, Tex.—Lambeth-White have just completed a mixing feed mill here, built on the order of an elevator.

Lubbock, Tex.—George M. Roach, formerly with the J. N. Beasley Grain Co. here, has opened an independent office.

## WISCONSIN

Cumberland, Wis.—John H. Le Jeune has purchased the C. E. Hock property and is installing a feed mill.

Pepin, Wis.—Our elevator at Pepin, Wis., destroyed by fire recently, was fully covered by insurance, and will be replaced at once with new buildings of similar capacity.—R. E. Jones Co., Wabasha, Minn.

Milwaukee, Wis.—Paul C. Rutherford, vice pres. of the Van Dusen Harrington Co., Minneapolis, and Orlando B. Saner, sec'y of Bickley, Mandeville & Wimple, Inc., of Chicago, were recently elected members of the Milwaukee Chamber of Commerce. The latter are opening an office in Milwaukee in charge of Wm. E. Schroeder to handle grain, eggs, butter and provisions, and have also become correspondent of Lamson Bros. & Co. of Chicago.

## WYOMING

Lander, Wyo.—G. F. Early & Son have had their elevator rodged to afford lightning protection.

Albin, Wyo.—F. M. Frink is now local manager of the Cheyenne Elvtr. Co. here, having been transferred from Pine Bluff.

Gillette, Wyo.—Our elevator was completed Sept. 1 and we have been managing it ourselves. Our former manager, Tom Twyman, has returned home.—Dick Stone, Kirby & Stone.

When the railroad claim agent breezes around to settle a claim it's a mighty profitable asset to have an accurate set of records to sustain the claim.

Until the volume of corn to be handled this fall can be accurately determined, there is no excuse for lowering margins because of expected increased volume.

The field of service offered by country elevators must be broadened simultaneously with the constant diversification employed by farmers, otherwise immediately there is a field for service which some outsider will satisfy if the elevator does not.

Prosperity and success are most frequently a consequence of the individual in his effort to serve the masses and it may be found in cheap wheat land of the West, just as surely as in the highly diversified and high priced country east of the Mississippi.

## Echoes of the Boston Convention.

THOSE BOSTON Yankees seem to have plenty of "drag" down at Washington, D. C. Few folks realize that the "Raleigh" and the sub "S-19" were diverted up to the Boston harbor for the sole pleasure of the grain dealers.

EVERYBODY from "Iowa" believes in advertising. Their Corn-Song at the banquet is believed to have "shocked" some of the New Englanders. The only question left unanswered, as inferred at the banquet, is whether 50,000 bushels of corn comprises a *shipment* or a *cargo*.

THE BLOCK and gavel made from that historic frigate, "The Constitution," appropriately nick-named "Old Ironsides," which was the gift of Rear Admiral Andrews of the U. S. Navy to the Grain Dealers National Ass'n will be a coveted trophy of every future president.

LITTLE "EDDIE" Morris of Boston, who ably took charge of all arriving delegates, deserves a lot of credit for carrying out his job as efficiently as he did. After the convention was over he had many interesting tales to tell, particularly the one about the deaf ol' soldier whom "Eddie" asked to register for the Grain Dealers Convention.

DO GRAIN dealers make good sailors? Decidedly NO! In time of emergency, when lying prostrate on the bottom of the sea in a submarine, some are understood to have swapped contracts for all the corn raised in Illinois, prompted only by the thought that they'd never see the light of day again. Some even went so far as to boast that they'd hit high "C" for the first time in their lives on this boat trip.

TO THE DIRECTORS, chairmen, and all the com'te members of the Boston Grain and Flour Exchange and the Boston Curb Exchange, who were important cogs in making the Boston convention such a huge success, the unending vote of gratitude is extended in the heart of everyone attending. Everything went off to perfection, even down to the can of real beans with which the eight hundred or more banqueters were presented.

THE GILDED bird cage full of Mediterranean moths goes to the fair mademoiselle who took the interesting historic bus ride tendered those attending the recent national convention by the Boston Grain & Flour and the Curb Exchanges, and who, upon being told that Paul Revere of midnight riding fame had 16 children, nearly fainted. Her last words are understood to have been "When did he find time to ride?"

HOW ONE can pass from "Winter" to "Summer" in the course of only a few seconds is understood by a few brave souls who boldly attempted to worm their way from the hotel down to the Grain & Flour Exchange. Through the maze of "ring-around-the-rosey" and "cross-ruff" intersections it was found that "Winter" Street, after running for one block gets hot and is thereafter known as "Summer" Street. Even the maps thoughtfully provided by the Statler Hotel couldn't untangle the stranger.

THE HISTORIC bus ride to which everyone going to Boston was treated certainly did refresh one's memory on early American history. Needless to say, the trip was one of the many outstanding features of the convention. The Old North Church, Lexington and Concord, Paul Revere's home, the burial ground of Benjamin Franklin's parents, the site of the Boston Tea Party, the Parker House where all hot rolls come from, Bunker Hill, and a long list of sights and sites that will not soon be forgotten. Thank you, again, Boston.

AS THE DANCE whirled on, many interesting events occurred, which, unfortunately, are apt to be passed unrecorded. The prize conversation is understood to have transpired between some "fair one" and either Jimmy Owens of Des Moines or Earl Miller of Omaha. The usual "hooley" about how much these males really figured on moving to Boston, etc., rolled out with ease. "Yes," said the fair one, "we do have more attractions and historic spots here than any place perhaps in North America. The only thing that we don't have in 'Bawst'n' that you have out West is the boisterous cow-boys and the ferocious wild Indians."

WHO SAID EAT? The word alone, needless to say, covers a multitude of calories and vitamins. Those from beyond "Bawst'n" always harbored the thought that they knew their "vittles," but at the banquet served the Westerners threw away two-thirds of the silverware and "set-to" the most lucious, most complete, best served feast as was e'er "set before the king." The affluent Ives Band of twenty pieces (dressed as British red-coats for the purpose of reenacting the Boston Tea Party, Act II, Scene III, where Alexander Hamilton sounds a ringing warning in shouting: "What Ho! The Red Coats are coming") had an envious repertoire, rendering everything from the famous Iowa Corn Song to "Rock of Ages."

Business plays no favorites. If your competitor's methods are more up-to-snuff than your own, he deserves more business.



Some of the Grain Dealers Who Boarded the S-19 in the Boston Navy Yard for a Trip Under Sea.

## Supply Trade

**East Pittsburgh, Pa.**—The Westinghouse Electric & Mfg. Co., answering the demand of grain elevator operators for a totally enclosed ventilated motor, announce that such a motor is now being manufactured by the company. Readers of the Journal can obtain complete information relative to this motor by writing the company.

**Maroa, Ill.**—The Maroa Mfg. Co., in its catalog F gives full information not only about its Boss Air Blast Car Loaders but about its Boss Air Blast Portable Car Loader. Readers of the Journal who have need for loading facilities in addition to their elevators or who have cribs to fill, will find it to their advantage to send for the catalog.

**Warning** to business men to avoid subscribing for special advertising schemes represented as having the sponsorship of public officials, is contained in a "special advertising" bulletin placed in the mails recently by the Indianapolis Better Business Bureau. "Hundreds of thousands of dollars are taken annually from business men by 'special advertising' schemes 'advertising' promoters," it is asserted in the bulletin. Several examples of how credulous advertisers have been visited by solicitors for semi-public magazines are cited in the bulletin.

**If your advertising** isn't pulling as it should, the fault may not be with advertising but with the kind of copy you are using. Just make a change in your appeal. That's what the little boy in the story did. You remember that a lady of uncertain age was called to the door of her cottage by a shaver of a lad.

Lad: "Does 'oo want to buy some tute 'tittle tittens?"

Lady: "What did you say?"

Lad: "Does 'oo want some 'tittle tittens?"

Lady: "What is it?"

Lad: "Does 'oo want to buy a damn dood tat?"

**Buffalo, N. Y.**—The A. E. Baxter Eng. Co., who are the engineers for the Hecker-Jones Jewell Milling Co. have let the contract for the erection of a washing and drying plant of large capacity to the James Stewart Corporation. This reinforced concrete building will be located between the elevator and the new mills. It will be the first in the country to have an individual building equipped with nothing but the washing and drying machinery. It will occupy a ground space of 37 ft. by 47 ft. and a height of 115 ft. 9 inches. Several large bins will be built above the washers for receiving wheat and there will be two large bins for receiving the wheat above the driers when coming from the washers. The driers are the Randolph Direct Heat, equipped with auto-

matic temperature control, reading both the temperature of the air and the temperature of the wheat as it passes through the drier and recording both temperatures on individual charts. This drying equipment can be so regulated as to leave sufficient moisture in the wheat and at the right temperature to go to the first brakes in the mill without passing thru tempering bins.

**Scotland just completed** a new 16,000 ton reinforced-concrete grain warehouse at Leith costing approximately £200,000. This brings the facilities of this port up to 36,000 tons. Grain can be discharged from ships by means of the elevator plants either to the north or south side of the Edinburgh Dock, and taken into either the old or the new warehouse as may be required.

**Vancouver, B. C.**—Seattle is called the "primary market" for wheat screenings from Vancouver elevators according to testimony delivered at a hearing before the Milk Commission recently. It was declared there is a shortage of this product as a dairy food in British Columbia. Screenings from Vancouver elevators are shipped to the Seattle market at low prices and the business is largely controlled by one firm. Conflicting testimony made it impossible to draw any conclusions from the hearings.

### New Fan Cooled Motor.

A new line of totally inclosed fan cooled motors is just being introduced by the Allis-Chalmers Mfg. Co., the outstanding feature of this type being that all joints are machined, thus avoiding thin sheet metal inclosure or felt packing.

Solid cast iron bearing housings are attached to the stator end heads with machined fit, which, with grease packed bearings, form a perfect end closure, preventing entrance of outside air, dirt, dust, fumes or moisture to the active parts such as stator core, stator windings and the rotor.

A circumferential air jacket controls the path of the cooling air which is forced in sufficient volume around and across those parts that conduct the heat from the interior to the outer surfaces, limiting the temperature rise to within 55 degrees C., measured by the resistance method.

The design provides for a most rugged construction with a minimum number of parts. The internal parts of the motor are readily accessible by removal of housings. A unique feature is that this totally inclosed design delivers the same horse power output as is obtained from the same frame in the standard open rating. In a large number of ratings this motor is built on the same frame as the standard open type of motor of the same rating, while in practically all cases the foot height and the shaft extensions are the same as for the open frame motor, thus making the two interchangeable. Its range of sizes runs from 1 to 50 h.p., and it is known as Type ARZ.

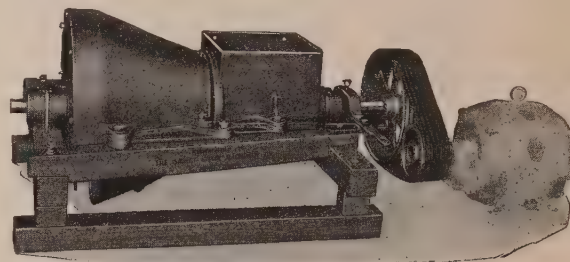
### Good Shelling Equipment.

One of the latest developments in corn shelling equipment is the tex-rope drive brought out by the Sidney Grain Machinery Co. This reduces the loss of power between motor and sheller to a minimum, providing maximum economy in shelling operations. The tex-rope drive is optional on these machines, and can be supplied wherever desired.

An important feature of the Sidney line of corn shellers is the heavy Hyatt Roller Bearing in semi-steel castings with chilled lugs. Two of these are regular equipment on the ordinary sheller to further reduce operating costs.

The shellers are adjustable for different kinds of sizes of corn and where the tex-rope drive is used, this adjustment can be effected by means of a double sliding base on the motor.

Sidney Corn Shellers are made in five sizes with capacities ranging from 80 to 1500 bus. per hour. Several styles are available, including the ordinary sheller style, combined sheller and elevator boot with or without boot take-ups, and combined sheller and cleaner. The manufacturers, the Sidney Grain Machinery Co., will be glad to supply interested parties with complete information about the line.



Sheller with Tex-rope Drive.

## Railroad Claim Books

require little of your time for filing, and contain spaces for all the necessary information in the order which assure prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment.

**Form A is for Loss of Weight in Transit Claims.**

" B—Loss in Market Value Due to Delay in Transit.

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Furnishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper, bound in book form, each book containing 100 originals and 100 duplicates, a two-page index, instructions and summary showing just which claims have not been paid, and four sheets of carbon.

The five forms are well bound in three books, as follows:

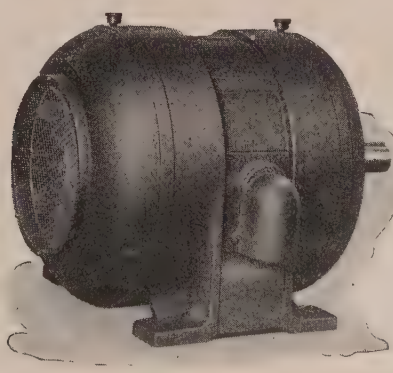
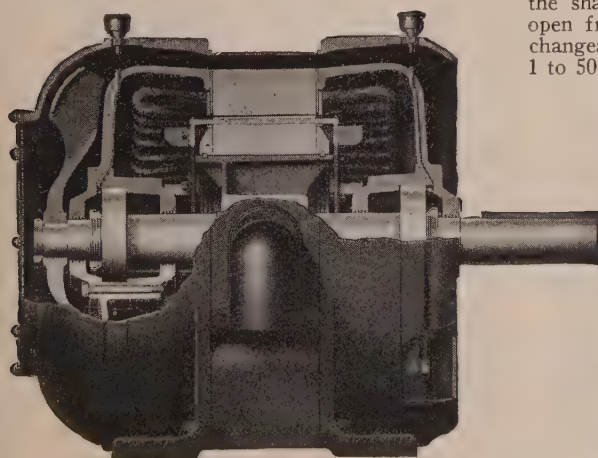
411-A contains 100 sets all Form A. Price, \$2.00.

411-E contains 100 sets all Form E. Price, \$2.00.

411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10 Form D and 10 Form E. Price, \$2.00.

**Grain Dealers Journal**

309 South La Salle St. Chicago, Ill.



Allis-Chalmers Totally Inclosed Fan Cooled Motor.

Phantom-View Allis-Chalmers Totally Inclosed Fan Cooled Motor.

## Patents Granted

**1,684,254. Endless Spiral Conveyor.** Joseph Oswell Bailey, Atlanta, Ga. An endless conveyor comprising a shaft, a continuous spiral blade member helically mounted on and secured to the shaft, said blade having its inner and outer edges thickened.

**1,684,649. Conveying Apparatus.** Edgar B. Tolman, Jr., Chicago, Ill. Distribution of the material in the bin is effected by a discharge fitting arranged with the outlet directed upwardly at an angle to the vertical and a target arranged in and transversely to the path of the material discharged from said outlet but spaced therefrom.

**1,685,339. Furnace.** Oliver W. Randolph, Toledo, O. The furnace comprises a grate, a primary flare fire pot adjacent the grate having openings extending upwardly thereabout, a secondary sectional fire pot rising from the primary fire pot, a furnace housing, and duct sections extending through the housing provided with sustaining connection means for the secondary fire pot sections.

**1,684,338. Grain Bin Feed.** Ole F. Alpin, Culbertson, Mont. Crank shafts are journaled adjacent each leg, each of which have operative connection with one of the slides, a manually adjustable lever, and longitudinally shiftable levers connected with the manually adjustable lever and having operative connection with the crank shafts whereby to actuate the slides upon movement of the manually actuated lever.

**1,686,404. Sack-Filler.** Robert Lee Callahan, Louisville, Ky. The filler comprises a carriage, a track for the carriage having an undulating portion, means for holding the mouth of the sack in open position, a movable mounted hopper on the carriage above the sack, an oscillating platform on the carriage below said means and for receiving the bottom of the sack, and means for oscillating said platform when the carriage is passing over the undulating part of the track.

**1,684,477. Grain Stowage Device.** John Cromie Dill, Vancouver, B. C. A grain stowing device comprising a distributor head having a circumferential outlet and a top inlet, a fan rotatable within said head and provided with a plurality of vanes between which the grain is delivered through the inlet, and means for changing the position of the inlet to vary the

setting thereof with respect to the vanes of the fan.

**1,685,338. Drying.** Oliver W. Randolph, Toledo, O. This apparatus comprises a vertical housing for a column of the material, a first series of ducts extending transversely into the housing, sub-humid gas supply means to said first series of ducts, and a second series of ducts extending from the housing to be supplied by gas as passing thru the material from the first series of ducts, the ducts having closed gable type tops and narrowing sides downward to open bottoms.

**1,684,675. Automatic Feeder.** Alexis W. Lemmon, Columbus, O., assignor to the Jeffrey Mfg. Co., Columbus, O. The feeder is a combination with a series of travelling receptacles, a spout adapted to direct material to the receptacles and a valve controlling the spout; of valve operating means comprising a lever operatively connected at one end with the valve, means travelling with said receptacles adapted to rock the lever to operate the valve, and means for varying the rocking period of the lever without variation of the extent of its angular movement.

**1,686,502. Automatic Weighing Machine.** Henry Richardson and Stanley G. Murray, Clifton, N. J. An automatic weighing machine comprising a conveyor having means for operating it continuously, weighing means supporting a portion at least of the conveyor, and a feed conveyor arranged to feed material to be weighed to said continuously operating conveyor and having means for advancing it intermittently under the control of the weighing means, whereby separate weighed charges of material are formed successively on said continuously operating conveyor.

**1,685,179. Machine for Treating Grain.** Wallace A. Rogers, Anoka, Minn. The machine has in combination a treating chamber, an intake passage and a discharge passage communicating therewith, gates adapted to control the flow of material thru the passages, actuating mechanism adapted to alternately control the movements of said gates, means for connecting the actuating mechanism to a source of power and timing mechanism comprising a rectilinearly movable retaining member adapted to normally engage said means and means for reciprocating said retaining member whereby said first mentioned means will be periodically released.

**1,685,512. Scalper.** John J. Varusky, Minneapolis, assignor to Carter-Mayhew Mfg. Co., Minneapolis, Minn. The machine comprises a drum-like screen arranged to rotate on an approximately horizontal axis, a supply hopper, a delivery deck receiving from the hopper

and delivering against the upwardly moving portion of said screen, the deck being mounted for angular adjustments in a vertical plane for varying the depth of flow from the angle of repose to different points on the screen, and means subject to the flow of stock and having connections to said deck for vertically adjusting the latter and arranged to raise the delivery edge of the deck under the decreasing supply of stock and to lower the delivery edge of the deck under increasing supply of stock.

### Death of Pioneer Dealer.

The death of William G. Daugherty at Gladstone, Ill., recently, marks the passing of one of the staunchest supporters of the old Southwest Iowa and Northwest Missouri Grain Dealers Ass'n.

Born at Biggsville, Ill., in 1850, he bought the elevator at Hawthorne, Ia., at the early age of 21. He operated this house for 33 years until he entered the employ of the Harris, Scotten Co. in 1904 at Pontiac, Ill., after which he traveled for the same firm for several years.

In 1907 he took charge of the elevator at Stronghurst, Ill., for W. H. Perrine & Co., and operated it until 1917. He then purchased the elevator at Downs, Ill., and operated that plant a short time.

In 1918 Mr. Daugherty bought the elevator at Gladstone, Ill., which he operated until the time of his death Aug. 30, at Lafayette, Ill., at the home of his daughter. Burial was at Stronghurst.

During his 58 years in the grain business he made many friends who esteemed him highly. A son, Wilbur G. Daugherty, is in the grain business at Varina, Ia.

**Sioux City, Ia.**—The Sioux City Chamber of Commerce paid \$160 for the prize winning ear of corn at a corn show here late in September. Other prize corn sales made the total \$627.50, which was donated to the Red Cross for use in the tornado areas of Nebraska and South Dakota.

## Cipher Codes

**Universal Grain Code:** The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper, \$1.50.

**Robinson Telegraph Cipher Code:** With all supplements, for domestic grain business. Leather bound, \$2.50; cloth, \$2.00.

**Millers Telegraphic Cipher: (1917)** For the milling and flour trades. 77 pages, 3½x6 inches. cloth bound. Price \$2.00.

**Cross Telegraphic Cipher Code:** 9th edition revised for provision and grain trades. 145 pages 4½x5½ ins. Cloth bound. Price \$3.50.

**A. B. C. Improved Fifth Edition Code,** with Sup.: Reduces cable tolls 50% thru use of five-letter words, any two of which may be sent as one. Price in English, \$20.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million code words, any two of which can be sent as one word. Thru its use a saving of 50% can be effected in cablegrams. Appendix contains decimal moneys and list of bankers. 413 pages, 3½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

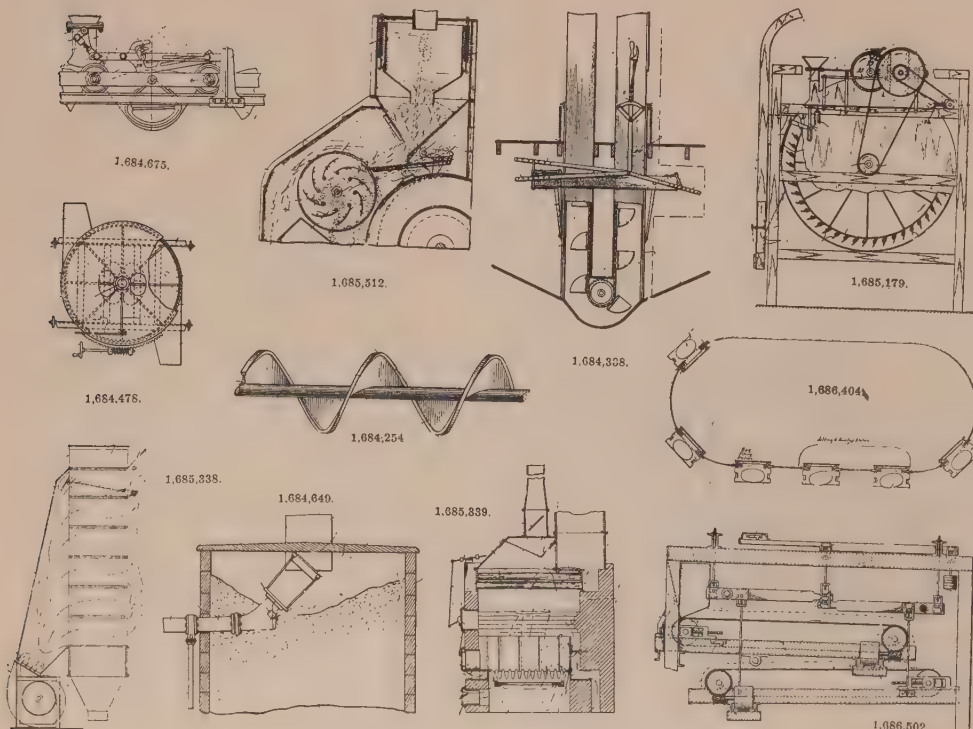
**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 153 pages 6½x9 inches, bound in leather. Price \$15.00.

**Riverside Flour Code, Improved (5 letter revision) Sixth Edition.** Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 204 pages. Bound in flexible leather, \$12.50.

**Calpack Code (1923)** is designed to succeed and replace the codes published by the J. K. Armsby Co., and the California Fruit Canners' Ass'n in the fruit and vegetable packing industry. Size 6½x8½ ins. 850 pages, bound in keratol. Price \$10.00.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL  
309 So. La Salle St., Chicago, Ill.



## Grain Carriers

**Washington, D. C.**—Public argument on the joint rail and water rate provisions of the Denison Bill will be held here on Oct. 12, before the full membership of the Interstate Commerce Commission.

**Troy, N. Y.**—Sinking of a grain laden barge in the Federal Lock of the New York State Barge Canal caused serious interruption of service by blockading passage from both directions. It took two days to clear the lock.

**New York, N. Y.**—The National Industrial Traffic League will hold its annual meeting on Nov. 22-23, at the Hotel Astor, New York City. The legislative committee will have a prominent place on the program because Congress convenes in December. The annual dinner will be held the night of the first day.

**Buffalo, N. Y.**—A storm late last month caused the Norwegian steamer "Doris" to collide with the gate of a lock in the Welland Canal. Traffic was blocked for several days. Damage to the canal amounted to \$15,000, but greater loss was suffered by grain vessels unable to get thru the canal, because of the time they were delayed.

**Winnipeg, Man.**—The Canadian Department of Marine has suggested to the owners of vessels engaged in transport on the Great Lakes, that eastbound grain-laden vessels should not leave Fort William later than Dec. 5. This is done with thought to reducing the perils of late season navigation, the government can go no farther than making the suggestion.

**Washington, D. C.**—Hearings in the general grain rate investigation case known as Docket 17,000, Part 7, has been completed and first briefs are to be filed with the Interstate Commerce Commission by Dec. 31, reply briefs by Feb. 15. Commissioner Meyer and the examiners will file their tentative report, giving recommendations for revision of western territory rate structure.

**Cincinnati, O.**—Schedules in Supplement 20 to Jones 450, I. C. C. 1984, effective Sept. 30, have been suspended, reports D. J. Schuh, sec'y Cincinnati Board of Trade. This refers to certain rates on hay and straw from Indiana, Michigan and Ohio Stations to destinations in North and South Carolina, Tennessee and Virginia, applying on interstate traffic, as reported on page 401 of the last number of the Journal.

While Rock Island was tentatively selected as the terminal which we would lease if it were constructed, it appears to our General Counsel that an act of the Illinois legislature will be necessary to validate such a lease. Under the laws of the State of Illinois, no municipally-owned terminal can be leased in its entirety to any company, not excluding the Inland Waterways Corporation.—T. O. Ashburn, Major-General, Chairman of the Board, Inland Waterways Corporation.

Operation of the Central Indiana will not be discontinued over the whole line. The Interstate Commerce Commission in No. 5232 has approved the proposal for a division of the road between the Big Four and the Panhandle, so that for 42.6 miles between Anderson and Lebanon operation will continue. The lines between Anderson and Muncie, 18.8 miles; Lebanon and Waveland Junction, 34.6 miles, and Sand Creek and Brazil, 21.69 miles will be discontinued. The Big Four will buy the land and tracks at Muncie.

**Port Colborne, Ont.**—A steamer smashing thru three lock gates seriously tied-up grain shipping here and interfered with port elevator activities, a few days ago.

Grain and grain products were loaded into 60,217 cars during the week ended Sept. 22. This was a decrease of 62 cars under the same week of 1927, but an increase of 10,768 cars over the same week of 1926.

**A. T. & S. F.** Supplement No. 56 to Tariff No. 5588-N applies on grain, grain products, seeds, and articles taking the same rates or rates in relation thereto, in carloads, between points in Kansas, Colorado, Missouri and Oklahoma; also Superior, Neb., and points in Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Oklahoma and Wisconsin, effective Nov. 5. The supplement principally gives a list of points to or from which Chicago, Pekin, Ill., or La Platte, Mo., rates apply.

## Weights at Point of Origin.

By C. S. STOODY,

Chief Scale Inspector, Rock Island Ry.

There has been an improvement in handling equipment from scale to car, but there continue large spreads from over to under run from these points to the terminal markets.

The personnel in the point of origin elevators changes frequently, and it is not unusual to find men operating the scales who have not received any instructions either oral or printed as to the operation of the scale and if automatic, they are not cleaned, balanced or compensated for kinds of grades of grain.

There are elevators equipped with automatic scales operated by men who understand their functioning and give them the necessary attention that obtain results that are satisfactory, and it would seem from the percentage who receive such results that when the necessary careful supervision is given as recommended by the manufacturers of the machines equal results can be obtained.

Records are in many cases not complete. The machine is used in transfer of grain in house or to wagons and no record made showing the purpose of the scale discharges, and the continuous record of the register is lost and is not available as a check against the motor truck scale over which the grain was purchased or the destination scale weights on which it is sold.

I would recommend that the scale be cleaned often, placed in balance, and that the weights used are freed from dirt. If of the automatic design the operator should see that it is in compensation for the kind of grain being handled, and that it is operated at its maximum capacity.

## Combine Harvesters of Little Use in Gathering Kansas Wheat of 1928.

While this year has proven one of the biggest years for combine harvester sales in the history of the Southwest it is questionable whether it won't prove considerable of a boomerang in its success. Combine-harvesters like other pieces of farm machinery are oftener than not bought on a variation of the dollar-down-and-dollar-a-week plan. The final dollars, wherein lie the dealers' profits, are paid after the crop has been harvested.

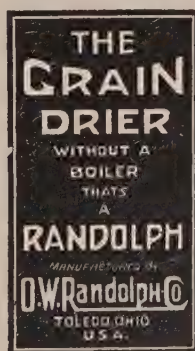
Most of the Southwest had sufficient rainfall this year to last for two or three years if normally proportioned. A very few days after harvest began an unprecedented rainy season commenced and continued till well after the normal harvest period.

Weeds began to grow and farmers sought vainly to get into their fields. Two tractors were often hooked on a combine and then a team or two in front of the tractors to help through the soft spots. Another tractor was kept to help the haulers get their trucks out of the fields and to the roads. Often the machines mired and the farmers had to give up in despair. Grain was wet and tough, so difficult to handle that in a number of cases grain dealers actually wished for rain to make the roads impassable and delivery of such grain impossible until they could partially condition the grain they had on hand and clear their elevators.

Weeds continued to grow and rain continued to fall until the wheat lodged or stems broke several inches below the head so the head dangled in the weeds. If the combines were set low enough to catch these heads they also took the weeds. If they were set high enough to miss the weeds they clipped the broken part of the stems and dropped the heads to the ground. One farmer reported that after the combine had passed over his field he was able to stand in one spot and without moving from his tracks, pick up as many as 17 heads of wheat that had been dropped to the ground in such manner.

Plowing time came and some farmers found it necessary to burn over what was left in their fields so they could prepare for the next seeding. A large number of fields and portions of fields, particularly on low land, have gone up in smoke.

Estimates of the total loss from all causes in the state of Kansas alone, varies up to as high as 20%. Stacked wheat and shocked wheat have come out best. The combine proved itself unable to cope with the situation. Probably this fact will prove quite a handicap to future sales of combines. And it is likely that the present condition will prove quite a handicap to the payments on many of the combines that have already been purchased.



Elgin Flour & Feed Co., Elgin, Ill.

This plant is equipped with a Randolph Direct Heat Grain Drier

## Field Seeds

**Blackfoot, Ida.**—The Midland Elevator is installing a seed cleaning machine.

**Pocatello, Ida.**—A seed cleaning plant has been established here by Wm. N. McCarty & Co.

**Fairfield, Ill.**—The seed cleaning plant of A. J. Poorman & Co. burned on the night of Sept. 28.

**Lafayette, La.**—Basque Seed Co. has filed charter for \$10,000 capital to do a feed and seed business here.

**New Albany, Ind.**—D. P. Campbell has severed his connection with the Lewis Implement & Seed Co. of Louisville to join the staff of the Scott Seed Co. here.

**Seattle, Wash.**—F. L. Trullinger has been appointed general sales manager for the Chas. H. Lilly Co. This is a new office created to obtain closer co-ordination of the several departments in the company.

**Salt Lake City, Utah**—The Occidental Seed Co. has been incorporated here for \$50,000 in 500 shares. T. N. Bryant, G. L. Bryant, J. P. McClure, F. T. McClure, R. S. Mathews, Jyrum Argyle and Ruby Wills are the incorporators.

**Mount Vernon, Wash.**—A new seed warehouse and cleaning plant was recently completed here for A. L. Aabling. Construction is of tile and the property is completely equipped with cleaners, sackers and elevating machinery. Jens Larsen is manager.

**Dallas, Tex.**—Officers of the Sherman-Magnolia Seed Co., which resulted from the recent merging of the Sherman Seed Co. and the Magnolia Seed Co., reported in the last number of the Journal, are J. F. Plangman, pres.; R. F. Duggan, vice-pres. and Mrs. A. M. Lawrence, sec'y-treas.

**Minot, N. D.**—The Roy Aney Seed & Nursery Co., Inc., expects to be in its new quarters by Nov. 1. An elevator and warehouse costing \$20,000 is being built on the Soo Line right-of-way in accordance with plans as outlined in the seeds department of the last number of the Journal.

**Seattle, Wash.**—Jacob Kaufman, owner of the Kaufman Seed Co., 68, passed away at the Seattle General Hospital Thursday afternoon, Oct. 4. Double pneumonia was the cause. He came to Seattle in 1900 and opened a wholesale hay and grain business. During the war he opened a retail seed store which he had conducted up to his death. He is survived by his son, Winfield, who will continue the business, his widow, a daughter, Audelhyde, and a brother, E. Kaufman.

### Seed Movement in September.

Receipts and shipments of seeds at the various markets during September, as compared with September, 1927, were as follows:

FLAXSEED		Shipments	
	Receipts	1928	1927
Chicago, bus. ....	68,000	369,000	2,000
Duluth, bus. ....	578,137	1,030,036	444,155
Milwaukee, bus. ....	101,530	175,464	420,106
Minneapolis, bus. ....	3,453,790	4,464,520	793,400
Superior, bus. ....	109,801	177,610	646,476
KAFIR AND MILO MAIZE		55,000	257
*Hutchinson, bus. ....	10	20	
Kansas City, bus. ....	50,600	79,200	171,000
St. Louis, bus. ....	66,000	56,400	158,000
St. Joseph, bus. ....	3,000		40,630
Wichita, bus. ....	1,200	1,200	26,400
CLOVER			
Chicago, lbs. ....	958,000	575,000	188,000
Milwaukee, lbs. ....	791,358	162,790	125,000
			214,221
TIMOTHY			
Chicago, lbs. ....	5,664,000	7,387,000	3,171,000
Milwaukee, lbs. ....	1,105,890	930,000	8,683,000
			67,267
SORGHUMS			
Cincinnati, bus. ....	1,400	1,400	
*Fort Worth, bus. ....	52	220	102
			79

\*Cars.

**Yuma, Ariz.**—The Yuma Seed & Feed Co. lost its warehouse and retail store by fire on the morning of Sept. 14. Loss was partially covered by insurance.

**Fort Collins, Colo.**—The auditing board placed the State Seed Laboratory here in the fourth class and since no funds are available for this class the State Board of Agriculture, realizing the importance of seed inspection and analysis, has authorized making a charge for all tests and examinations after Oct. 1.

**Huron, S. D.**—Steps in making the South Dakota State Seed Council a permanent organization were recently taken when Pres. Hugh Nash appointed com'ites to draft by-laws under which the Council may operate, and to consult seed growers, dealers and other interested parties. The purpose of the Council is to encourage development of a better balanced seed program for the state and to promote better understanding and cooperation among parties interested in the seed business. The permanent organization will be effected at a meeting in November.

**Brown spot** has appeared in Iowa corn this year for the first time, according to reports of the state plant disease specialists. The disease is common in the Orient, particularly India, China and Japan, and along the Atlantic Seaboard, tho it has never proved serious farther north than Virginia. Corn from the Orient is quarantined because of it. Brown spot occurs on the stalks, leaf-sheaths, blades and husks of the plant, manifesting itself in the form of irregularly shaped dark brown spots. Later these become brownish yellow. Where the disease becomes serious, the stalks break over prematurely.

**Oklahoma City, Okla.**—Winner of first prize in the wheat growing contest for 1927-28, sponsored by the Oklahoma Millers Ass'n and conducted by the Oklahoma State Grain Inspection Department, was J. H. Cook of Driftwood, who raised 33.39 bus. per acre, with a test weight of 61.4 lbs. and 12.3% protein. The object of the contest was to get pure seed wheat established over the state. Any hard wheat could be used except Blackhull and a minimum of 5 acres had to be planted. As a result of the contest from 10 to 15 cars of pure seed wheat will be available for sowing in the state this fall, whereas heretofore it has been necessary to send out of the state for changes of seed.

### New Seed Trademarks.

**Whitney-Eckstein Seed Co., Buffalo, N. Y.**, has filed trade mark No. 270,659, the word "Sylvan," for lawn, grass and field seeds.

The Italian dictatorship has decided to increase Italy's tariff on wheat from 7.5 gold lire per quintal to 11 gold lire per quintal. This is done it is claimed, to encourage Italy's production to a point where importations are unnecessary.

The meter measurement has been changed in Great Britain. The National Physical Laboratory has completed a new determination of the ratio of the Imperial Yard to the International Meter. Formerly one meter was 39.370113 ins., but is now 39.370147 ins., The Imperial Standard Yard remains the same in length as in the past 30 years.

**New York, N. Y.**—R. B. Gentles, local grain broker, was the first to take advantage of the new air-rail route westward, inaugurated by the Pennsylvania Railroad. He took a train from here to Chicago, where he caught a plane the following day, which set him down in Minneapolis before nightfall in time for a business engagement.

### Grain Not Damaged by Drying.

The associate com'ite on grain research of the National Research Council has made a tentative preliminary report on its investigation into the drying of grain.

An experimental drier was constructed at the University of Alberta under the supervision of Professor Stansfield so that all factors could be controlled and their effect studied. The Dominion grain research laboratory at Winnipeg co-operated.

The com'ite made 125 runs thru the drier, accurate records being kept of the conditions in each case, and the results proved that grain can be dried without injury to its milling and baking qualities. The com'ite agreed that 180 degrees Fahrenheit is the maximum safe temperature for the drying air where it enters the grain, and this only if the grain is not dried to too low a final moisture content and not from too high an initial moisture content. These results are in complete harmony with the tentative recommendations made by the com'ite a year ago, when it was held that grain should not be dried with air above 180 degrees or to a final moisture content below 13.5 per cent. Final recommendations in regard to both the upper and lower moisture limits must, however, be reserved to await a more detailed study of the data.

The com'ite reported "In regard to commercial drying, our data shows that with all makes of driers some samples were dried without damage to milling and baking quality, but that many others were injured, indicating that the condition of operation and the skill of the operator are probably more important factors than the type of drier."

**Buffalo, N. Y.**—A new record was established by the elevator of the International Milling Co. on Oct. 1, when it unloaded 424,876 bus. of barley from the steamer A. A. Augustus in 10½ hours. The best previous record was 400,000 bus.

## Directory

### Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

#### AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

#### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

#### CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds.  
Kellogg Seed Co., John L., field seeds.

#### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

#### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

#### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

#### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

#### FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

#### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.  
Rudy-Patrick Seed Co., field seed merchants.  
Tobin-Quinn Seed Co., Missouri Blue Grass.

#### LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

#### LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

#### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds.  
Teweles Seed Co., L., field and grass seeds.

#### MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.  
Minneapolis Seed Co., field seed merchants.

#### ST. JOSEPH, MO.

Mitchellhill Seed Co., wholesale field seeds.

#### ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

## Insurance Notes.

**Springfield, Ill.**—A proclamation was issued by Gov. Len Small designating Oct. 7 to Oct. 13 as fire prevention week in Illinois. The proclamation explains that Illinois contributed \$21,961,452 to the national fire waste last year. This means fire destruction at the rate of over \$2,500 an hour. Such destruction is a net economic loss, an unnecessary burden upon the public, since 90% of the fires could be prevented by ordinary carefulness and attention to fire hazards.

## Tried to Cover Shortage by Firing Elevator.

Ernest Roesler had operated the Victoria Elevator Co.'s plant at Hazelton, North Dakota,



Victoria Elevator at Hazelton, N. D. Set on Fire to Cover Shortage.

for several years and had won the full confidence of his employers. Locally his reputation was good, until he began to slip. He is the father of nine children. A bonding company carried the usual shortage bond on him.

Due to misappropriations Roesler became considerably short in his accounts, and as the date drew near for his auditor to call for the periodical cut-off, the fear of being detected preyed upon him heavily. Finally the auditor arrived, and during the night while the auditor was at the hotel asleep, Roesler set fire to the elevator. The photo reproduced herewith indicates that the fire was set under the warehouse attached to the elevator. Fortunately the fire was discovered after it had secured a good start. The auditor proceeded with the cut-off and discovered the shortage. Roesler disappeared for several days, but was apprehended by Sander Peterson, State Deputy Fire Marshal. Roesler confessed to the shortage, and also to setting the property afire. At the present time he is serving a sentence in the North Dakota State Penitentiary. At the time he set the fire he admitted he had been drinking heavily, no doubt to bolster up his nerves.

This is just another specific instance to indicate that the methods used by investigators of criminal fires get results. Roesler's prison photograph is reproduced herewith.

## The European Corn Borer.

The corn borer is the most destructive in damp, low-lying areas and in seasons of heavy rainfall and high humidity during the early summer months. There is a possibility, therefore, that the insect will be less destructive in the drier sections of the corn belt than it has been in the humid sections of Ontario, where the greatest commercial loss has occurred.

When the insect is young and hatches from the eggs its first few days are spent on the outside of the plant, and when it gets its eyes it bores in. If we have hot, dry weather at the time those eggs are hatched there is high mortality among them. That is the reason why I am hopeful they will be less destructive in Kansas than in humid parts of the country. I don't think anybody can say what the commercial damage of corn would be here in Kansas.

Personally, I think it would be a very dangerous policy for the government to undertake the practice of reimbursing farmers for work they would need to do to protect their own crop or live stock against plant and animal disease.—L. E. Call, director, Kansas Agri. Exp. Sta., Manhattan, Kan.



Ernest Roesler, Who Confessed to Setting Fire to Victoria Elevator at Hazelton, N. D.

## Setting Up the Office Stove.

To prevent fires starting from the office stove its installation should include several precautions.

Hot coals may drop on the floor when firing or removing the ashes, but ignition of the flooring can be prevented by having a zinc stove board or a concrete slab extend 24 inches in front of and 9 ins. to sides and rear of the stove.

A red hot stove can set fire to woodwork if close by, so that if there is less than 36 ins. of clear space all around, the wall should be protected by zinc or tin mounted on insulators, or by an asbestos covering.

Sparks may fly back from the chimney thru the flue unless a tightly fitting metal collar surrounds the pipe where it enters the chimney. The pipe should be rigidly supported from the ceiling and enter well into the chimney. If the space between pipe and ceiling is less than 18 ins. the ceiling should be protected with a sheet of tin or asbestos, using insulators with the tin to form an air space.

Before cold weather is a good time to examine the chimney for needed repairs such as cementing up the cracks, or renewing mortar that is soft enough to be dug out with a screw-driver.

## Corn Borer Spreading.

Delegates attending the 4th annual conference of corn borer control workers at Toledo, O., Sept. 28, claimed a large increase in the corn borer infestation in Ohio had become manifest this summer and strenuous measures are needed to curb the pest.

D. J. Caffrey, in charge of research for the Government, expressed belief that the borer had increased heavily in some localities, tho there had been slight reductions in others.

Michigan men are seeking a Congressional appropriation for next year to be put to use when corn is gathered next fall.

Approximately 300 men attended the conference. A feature was a visit to a government farm near Monroe, Mich., where parasites are being bred to turn loose in infested fields. Among these parasites is a wasp, which, it is claimed, enters the corn stalks and stings the borers to death.



## Ice Is A Poor Fire Extinguisher

You can't put out a fire with ice. Yet that's what you may have to try during the winter, if you don't plan to fix the fire barrels so that the coldest weather will not freeze them. Better plan now to beat old King Winter.

Write for full particulars to

**Carbondale Fire Protection Co.**  
Carbondale, Pennsylvania

## Supreme Court Decisions

**Grading for Delivery on Exchange.**—Under Cotton Futures Act U. S. 5 (26 USCA §735; Comp. St. §6309e), providing for classifying and grading cotton by examiners appointed by Secretary of Agriculture, certificates of examiners conclusively establish the eligibility of cotton for delivery against contracts made on the New York Cotton Exchange, and, even if such exchange has right to make independent examinations and classification, this could not add to or detract from eligibility of the cotton, and the exchange owes no duty to members or nonmembers to examine cotton tendered for delivery against contracts entered into by them.—*Osmond v. New York Cotton Exchange*. Supreme Court of New York. 230 N. Y. Supp. 355.

### Notification of Inability to Complete Contract.

*Kettenbach Grain Co., San Francisco, Cal., plaintiff, v. Henry Lichtig & Co., Kansas City, Mo., defendants, before Arbitration Com'te No. 6 of the Grain Dealers National Ass'n, composed of D. L. Smith, E. L. Dial and S. C. Armstrong.*

The rebuttal and the sur-rebuttal in this case appear to be plain and conclusive, that: On May 11, 1927, the plaintiff bought from the defendants three cars of 600 sacks each wheat bran at \$35.25 a ton c. a. f. San Francisco, Cal., for June shipment.

There is no evidence to show that the defendants advised the plaintiff of their inability to complete according to contract. (Rule Grain No. 7—Feed Stuffs No. 15.)

Evidence presented shows that the plaintiff notified the defendants that shipment was desired within contract time. After exchange of communications, the evidence shows, it became necessary for the plaintiff to buy in a part, and cancel a part of the unfilled contract at the market price. From all evidence and information submitted in the case as presented, it appears to this com'te that the plaintiff was acting within its rights and in accordance with Rule Grain No. 7—Feed Stuffs No. 15.

This com'te, therefore, finds in favor of the plaintiff for the sum of \$75, and assesses the cost of this case to the defendants.

### Failure to Receive Confirmation of Change in Shipment.

*Harry Miller, Olin, Ia., plaintiff, v. J. P. Parks, Kansas City, Mo., defendant, before Arbitration Com'te No. 5 of the Grain Dealers National Ass'n, composed of Frank A. Theis, G. E. Blewett and Geo. H. Gould.*

This is a case resulting from a default on a supposed contract covering purchase of two cars of cotton seed meal, plaintiff claiming he bought this meal direct from the defendant, and the defendant claiming he acted merely as agent or broker for another principal, and, therefore, disclaims liability.

This com'te has carefully reviewed the evidence submitted by both parties and finds that several letters and wires passed back and forth between the plaintiff and the defendant in which the defendant quoted by letter a certain price delivered Olin on cotton seed meal, sacked in one hundred pound bags.

The plaintiff wired, acknowledging receipt of this letter and offered to buy two cars at the price quoted, but for a different shipment than quoted. This wire was followed two days later by a letter from the plaintiff confirming the wire, and stating that he assumed the order had been booked.

The defendant wrote to the plaintiff under date of August 20, 1927, which was the same date of the plaintiff's letter, making reference to the wire offer, and then this letter reads in part as follows:

"We are confirming these two cars per confirmation enclosed and are booking these cars at \$41.60 instead of \$41.70."

According to the defendant's statement and sworn affidavit, there was attached to that letter a confirmation, copy of which they submit in evidence showing that purchase was made for the account of the plaintiff from Osage Cotton Seed Cake & Meal Co., Kansas City, Mo., who afterwards failed in business

and defaulted on this contract. The plaintiff in his sworn statement claims he never received this confirmation. This com'te cannot be asked to pass upon the veracity of either party in the case, and can only assume that both statements were made in good faith.

It is the opinion of the com'te that if the confirmation referred to was attached to the letter when received by the plaintiff, that this confirmation should have immediately apprised the plaintiff of the fact that the car was bought thru the defendant merely as a broker. Further, that if it was not enclosed in the letter, when received, that the wording of the letter itself should have been sufficient notice to the plaintiff that there was supposed to be a confirmation enclosed and it was incumbent upon the plaintiff at that time to take the matter up with the defendant, advising him of his failure to receive confirmation, and the matter would have been straightened as to who the seller actually was, then.

After reviewing what little evidence was submitted by both parties, this com'te cannot find where any tangible contract ever existed. Further, there is no evidence submitted in this case to show any actual loss has been sustained by the plaintiff. Therefore, this com'te disallows this claim and assesses all costs of the case against the plaintiff.

### Recovery of Freight Charges Barred After Three Years.

The Galveston, Harrisburg & San Antonio Ry. Co. brot suit against the Webster Co. to recover freight charges, but the suit was dismissed by the U. S. District Court, of Texas, July 14, 1928, on an allegation by the defendant that altho the cause of action accrued May 1, 1920, the suit was not started until Jan. 16, 1924, and was barred by the three year statute of limitations.

The suit was brought under the Interstate Commerce Act, § 16, subd. 3, renumbered and amended by Transportation Act of 1920, § 424 (49 USCA § 16 [3]; Comp. Stat. 8584 [3]); also U. S. Code Annotated tit. 49, and sections thereof. The pertinent part provides:

"(3) All actions at law by carriers subject to this act for recovery of their charges, or any part thereof, shall be begun within three years from the time the cause of action accrues, and not after."

The court said: That statute provides something more than a limitation of the time within which suit is to be brought. By its terms, failure to sue within the time fixed absolutely destroys further right of action. There can be no saving exception accorded the surety by the local law. Principal and surety stand on the same footing in this case. The action is destroyed by the supreme law. The cause of action no longer exists against either principal or surety.—27 Fed. Rep. (2d) 765.

**Italy.**—Increased import duty raised the level of prices on native wheat on Sept. 12, tho the gains were not commensurate with the amount of the raise in duty.

**August Klopf was overcome by gas** while the plant of the Canadian Mill & Elevator Co., El Reno, Okla., of which he is superintendent, was being fumigated. He fell down a stairway and injured his spine, also the nerves in his right arm and hand were affected. He was forced to retire from active participation in an endeavor to recuperate. And just to think that there are safe fumigants on the market that will do any job better, quicker, cheaper and safer, and yet treacherous mediums are still being used by the unwary.

## Grain Claims Bureau, Inc.

Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Brandt  
Aud. and Treas.  
Champaign, Ill.

Harry J. Berman  
General Counsel  
Chicago, Ill.

### Beet Pool Lost Suit.

The Supreme Court of Colorado on July 9, 1928, decided against the Mountain States Beet Growers Marketing Ass'n in a suit brot by a beet grower, Chas. T. Monroe, to be released from his pooling contract.

The only ultimate buyer for beets in Northern Colorado is the Great Western Sugar Co., to which the pool resold; but for the year 1928 the sugar company and the pool disagreed about the price and no contract for the purchase was made by the sugar company. The pool, left without any means of disposing of the beets nevertheless tried to hold members to their contract and refused to release Monroe from his pooling agreement.

Monroe thereupon brot this suit to enjoin the marketing ass'n from enforcing against him the terms and provisions of the contract.

The lower court specifically found, among other things, that the defendant association is unable to perform the terms of its contract with the plaintiff, and that its refusal, either to market plaintiff's crop or to release him from the contract and permit him on his own behalf to market his crop, is arbitrary, unreasonable, willful, and without just grounds or excuse, is not the exercise of any discretion vested in the defendant, but constitutes a breach of its contract with, and a wrongful oppression of the plaintiff.

The court further found that the particular contract between the plaintiff and the association, which is one of a series of many contracts with its members, must be construed together and in connection with all other contracts of other growers in the same field or district, and also with the contract which the growers make with the sugar company.

The court also found that the contract was in restraint of trade, and, as construed by the defendant, would operate to restrict or decrease production in order to enhance price, and that plaintiff was also released from the contract for a failure and refusal by the association to obtain for the growers a marketing contract by planting time.

The Supreme Court said "The findings and decree of the trial court were unquestionably right and the decree is accordingly affirmed."—269 Pac. Rep. 886.

A smut prevention bulletin has been issued by the Crop Improvement Com'te of the Southern Illinois Millers Ass'n for distribution among the members, for further distribution by them. This method proved highly successful last year in several of the wheat growing sections of Illinois, which were found to be free of smut this spring.

## 'Smile Coaxers

[Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, care Grain Dealers Journal.]

### Obliging Caddy.

The boys on the Indianapolis Board of Trade tell one on "Larry" Larimore of the Cleveland Grain & Milling Co. During the golf tournament at the annual outing of the organization last month "Larry" undertook to act as caddy for Ed. Shepperd. At the first green he obligingly removed the flag before the players began their putting, as a good caddy should.

Intent on teeing off, the players failed to notice he was carrying the flag from the first green. On the second green he again removed the flag, then stood at one side, leaning on the two flags, blissfully waiting for the players to begin their putting. Someone noticed it and began to grin. The others followed suit. "Larry's" ears began to grow pink and he began standing first on one foot and then on the other, tho he couldn't tell why. Then came awakening.

"Say, Ed," he yelled. "Do I have to carry this other flag, too?" Some of the boys are still wondering why they weren't actors enough to keep from laughing and let him collect all the flags on the course.

## Import Certificates of Czechoslovakia.

The grain import certificates system was established in Czechoslovakia in August, 1926, states a report from the office of the Commercial Attache at Prague. By this system the Ministry of Finance is authorized to issue to the exporter of certain agricultural products import certificates permitting importation of the same or other specified agricultural products duty free, provided that the individual export shipment exceeds 5 metric tons, that the customs value of the imported product does not exceed the customs value of the exported commodity and that the import certificate is used within nine months from date of issue.

The import certificates are issued on the basis of exports of wheat, rye, oats, millet, beans, peas, lentils and vetch and entitle the holder (who need not be identical with the exporter) to import duty free on any of the above commodities or corn or rice up to the customs value of the import certificate.

In addition flour-mill owners, on exporting their flour or mill products, may obtain import certificates for the importation duty free of the commodities mentioned in the preceding paragraph. They are not permitted, however, to transfer the import certificates to other persons.

The import certificates, with the exception of those issued to flour-mill owners against the exports of flour and mill products, are negotiable. As a rule they are not handled by customs brokers, bankers, or other similar agencies, but are sold by exporters direct to importers on the Produce Exchange. It happens very seldom that such transactions are made elsewhere or through intermediaries.

Since the demand for import certificates by far exceeds the supply, the prices paid for them are only slightly below their face value, the usual discount not exceeding one or at the utmost two per cent. The principal sources of supply of import certificates are the exporters

and wholesale dealers in oats and beans.

In general, discussions held with experts reveal that the working of the system is regarded as favorable on the whole. It is alleged that one of its principal advantages lies in the fact that the system is in a position to regulate the domestic price level of grains, particularly to check sharp price movements by facilitating the export of surplus supply against the issue of import certificates. Further the system makes possible exports from regions located along the national borders, especially when the long-distance haul would render sales on the domestic market less desirable. The milling industry has profited by the grain import certificate system, since it enables the Czechoslovak millers to export flour of lower grades, which, prior to this, could not be consumed by the domestic market nor exported. However, since the system was put into effect, it has been possible for the flour millers to reduce prices for first grade flour sold on the domestic market, and to increase their total output and sales.

## Pool to Pay Farmer for Storing.

The Saskatchewan Wheat Pool on Sept. 24 announced the inauguration of farm storage beginning Feb. 1, 1929, by the allowance on that date of one cent per bushel extra to farmers who have delayed hauling their wheat to the elevators until that time.

Growers who delay hauling until Mar. 1 will be allowed 2 cents, and those who wait until Apr. 1 or later will be allowed 3 cents per bushel.

Growers who are not in the pool can do much better than this by selling May wheat on the exchange and taking a profit of 6 cents instead of three. In other words, the wheat growers who have tied themselves up with the clumsy method of "orderly marketing" thru the pool will be underpaid for storage.

## Pool Admits Inability to Control Prices.

The claim that it could and did sustain prices has been often specifically made by the Pool. The reduction of the advance payment is an admission, not only that it has failed to maintain the level during the past two months, but that it has no confidence it can restore that level during the balance of the crop year. Those who really understood marketing conditions have known that the claims hitherto made by the Pool had no foundation and that in time this would be made clear by the course of events. The reduction in the advance payment is the admission by the Pool that it is not in control.—Grain Trade News.

## Service of the Commission Merchant.

By H. S. NEVILLEIR, SIOUX CITY, IA.

The commission merchant is an important cog in the wheel of a terminal market.

The country elevator man can at all times feel certain that any grain consigned to the commission man who is a member of an organized exchange, will receive the very top of the market, and the best of handling. This is especially true of off grades, as he is in touch with the elevators and can always canvass the market and sell to the highest bidder, also to outside markets that can use this off grade grain.

The grain receiver saves the country shipper unnecessary telephone expense, telephone calls to the different firms, and various other delays in getting the prompt handling of his shipments. It is a positive fact that the commission man is wide awake, and is thoroly posted on the prices that he should get for the various consignments of grain that he receives, and the country shipper can rest assured of this fact.

# 200,000 Bushels' Daily Capacity HESS DRIERS

NOW BUILDING

Bastian Grain Co., Chicago, Ill.	- - -	18,000 Bushels
Panama Pacific Elevator, Victoria, B. C.	- - -	18,000 Bushels
Norris Grain Co., So. Chicago, Ill. Cap. now added		18,000 Bushels
Total daily capacity at this elevator 54,000 bushels.		
Quaker Oats Co., St. Joseph, Mo.	- - -	36,000 Bushels
New York Central Ry. Co., Export Elevator	-	110,000 Bushels
Weehawken, N. J.		

*The World's Largest and Finest Elevators Use Hess Driers.*

## HESS WARMING AND VENTILATING CO.

1207 SO. WESTERN AVE., CHICAGO, ILL.

## HESS DRIER CO. OF CANADA, LTD.

68 HIGGINS AVE., WINNIPEG, MAN.

## Feed Grinder

### Feed Grinding and Mixing by Country Elevator.

Growth of its feed grinding business and incessant demand on the part of patrons for equipment to do custom mixing of private formulas led the Farmers Elevator Co., Inc., at Minneapolis, Kan., to install a batch mixer a little over a year ago. The inclination of farmers to feed balanced supplements with home-grown roughage has become so pronounced in later years that progressive grain dealers in all parts of the country where feeding is done have found handling commercial feeds a profitable enterprise and feed grinding and mixing an even more profitable line when conducted on the right basis.

In June of 1923 the Farmers Elevator Co. at Minneapolis completed the work of tearing down its obsolete elevator and rebuilding by putting up a 30x30 ft. modern studded and iron-clad structure. The storage room of the new elevator was divided into 16 bins, tho the rated capacity did not exceed 28,000 bus. This made the separation of grades delivered readily accomplished. A large hopper to serve the feed grinder was provided. A 15 h. p. G. E. Inclosed Motor was provided to operate the leg. A capacity of 2,000 bus. per hour was obtained that the farmers might be given rapid service. This has proven a valuable feature, since the wheat farmers of the community have accepted the combine as the most modern method of harvesting their grain. An aerator and dust collector was installed on the elevator head to remove dust and chaff from the leg and help condition the grain. A Western Cleaner was also put in the cupola and connected with the motor that runs the leg.

Rapid weighing of outbound grain was facilitated by the installation of an 8-bu. Richardson Automatic scale.

A two-roll Ehram Mill was provided for grinding. This was set on the work floor and connected with a 15 h. p. G. E. Inclosed Motor thru line shafting. A belt from the same shafting transmits power to a Western Sheller in the basement.

An air lift in the driveway, arranged for dumping both wagons and trucks expedites the receipt of grain. Multiple overhead bins are

fitted with double spouts. These bins are used for both grain and ground feed. The products can either be run into the patron's conveyance in bulk or can be sacked in the driveway.

The growing use of trucks made it necessary to put in a larger scale. This was accomplished in 1926 when a new 2-room office was built and a Fairbanks 10-ton Truck Scale installed.

An old mill building just north of the elevator was in use as a warehouse for handling commercial feeds, feed ingredients, seed and other sidelines. In May of 1927 a new 100x20 ft. iron-clad warehouse was finished adjoining the south elevator. One end of this was fitted with three overhead sacking bins. A 3,000-lb. Eureka Horizontal Mixer operated by a 10 h. p. G. E. Inclosed Motor, was put in for preparation of private formulas and the company's own poultry rations. When no formula is specified the company prepares the later according to the specifications of the Kansas Agricultural College, these having been found to effect good results. Concentrate feed ingredients including meat meal, tankage, shell-maker, oil meal, bone meal, solid and semi-solid butter-milk, cod-liver oil and others, are handled for the retail and wholesale trade and large quantities are used in the preparation of formulas. An average of 40 tons a month are prepared.

This section is heavy in feeding of cattle, hogs and poultry. Some of the possibilities are recognized in a recent census of the poultry stocked in the county. It showed 202,852 head. The average chicken consumes 70 lbs. of mash and scratch feed in a year.

In preparing the formulas the elevator's mill men weigh out the ingredients on a platform scale and dump them into the leg of the mixer. A sacking spout at the far end of the mixer is provided for putting the completed ration into containers.

The power rate is straight 5 cents per k. w. Charges for grinding wagon-load or larger lots are 5 cents per 100 lbs. for chop, 10 cents on corn meal, 15 cents for grinding oats. Mixing is 10 cents a hundred straight. For lots of 500 lbs. or less these rates are doubled.

A Chevrolet one-ton truck is used for delivery purposes. Feeds are sold over a large share of the county and the market is bounded only by the radius which can be efficiently covered by the truck.

One of the features of the plant indicative of the thoroughness with which it was built is the inclosure of all motors in asbestos boxes. While this would hardly seem necessary when

inclosed motors are used, it acts as a double guarantee against fire hazards.

G. C. Brown has been manager for the past several years. Under him the business has prospered and shows every indication of continued growth.

### "Tipster Sheet" Characteristics.

Ownership of a single share of stock in a reputable corporation may pave the way for the circularization of the stockholders of that corporation by "tipster sheet" promoters according to a bulletin published by the Financial Section of the National Better Business Bureau, Inc. Issued under the title "Tipster Sheets" the purpose of the bulletin is, to identify "tipster sheets" so thoroughly that nobody need be misled by the methods of the "tipster sheet" promoter.

Stating at the outset that the "tipster sheet" is the spear head with which the crooked promoter attacks an investor, the bulletin proceeds to define them as "bogus stock market advisory services which in the guise of impartial advisers mix general market observations with specific recommendations of stocks in which they are interested."

One method employed at present is for an organization dealing in stockholders lists to acquire a single share of stock of a corporation. Since the Stock Corporation Laws of several states provide, in effect, that the stock books of every corporation shall be open for inspection to every stockholder of record who has been a stockholder therein for at least six months preceding his demand, and that every such stockholder is entitled to make extracts from such books.

Prospect lists are also obtained from concerns dealing in lists of stockholders of bankrupt corporations and lists of customers of defunct brokerage houses. Another method was that of a promoter who according to the bulletin posed for months as a crusader against "financial frauds" and invited complaints from investors thereby accumulating names for circularization.

The bulletin divides "tipster" promoters into two general classes. The first are those who crusade against established business and the second those who ape in every detail legitimate firms. Both types in their publications devote columns to purported inquiries the answers to which permit the dissemination of destructive propaganda the purpose of which is to undermine the confidence of a stockholder in his security thereby making him an easy victim of switching operations by which he is traded out of his sound holdings.

**Liverpool.**—The Liverpool Corn Trade Ass'n now closes its trading operations on Saturdays at 12:15 p. m. A resolution passed by the Board placed the new rule in effect Oct. 6.



Minneapolis, Kan., Elevator and Feed Grinding Plant.



G. C. Brown, Manager.

# The Feed Industry; Its Probable Future

Address by W. E. Suits, Vice Pres. of the Quaker Oats Co., before Grain Dealers National Ass'n at Boston, Mass.

**Country Elevators Handling Feeds and Fertilizers.**—A great many of you midwest country elevators already handle feeds and fertilizers in conjunction with your grain business, and if any of you here are not doing so, I will urge strongly that you make the start as soon as you can equip yourselves to do so.

There has been a pronounced swing in this direction among the country elevators of Ohio, Indiana, Illinois and states west of the Mississippi River within the last couple of years. Do not be diverted from this course because you are in a grain exporting state, or grain surplus section of the state, because all over the corn belt the farmers have almost unanimously changed from 100% grain farming to mixed agriculture.

Iowa this year raised nearly half a billion bushels of corn, about 225 million bushels of oats and a very large supply of other grains and feedstuffs.

A casual observer would consider that this is no place for the sale of feeds, tho it might be an ideal location for the production and manufacture of feeds to be used in other states, but this agricultural empire of Iowa is annually raising and feeding from 10 to 14 million hogs, is the third state in the Union in milch cows, numbering about 1,555,000 over one year of age, approximately 2½ million of other types of cattle, and over 30 million of poultry.

As a matter of fact, a letter by Secretary of Agriculture Thorndberg of Iowa to one of my associates, gave the very interesting information that in 1927 that state consumed approximately 500,000 tons of commercial feeds and fertilizers.

**Opportunity for Elevator Man.**—There is an enormous and a constantly growing opportunity for the elevator man of the midwestern states to merchandise feeding stuffs and fertilizers. In the smaller towns he is the natural distributor. Most of the intelligent farmers these days are not only keeping hogs, cattle and poultry to consume their home grown crops, but their education has shown them that to get the best results from feeding these crops it is essential that they have concentrates in great quantities as supplemental feeds.

John Thompson, editor of the Iowa Homestead, said: "We agricultural editors and the agricultural colleges, extension workers, etc., have labored for years to induce our farmers to feed better balanced rations, but it is a slow, tedious process of education. They frequently become convinced, but do not follow their teaching. The manufacturer of balanced rations, however, in his constructive promotional work, calls on these farmers and sells the balanced rations, thereby accomplishing more in securing desired results than both of the other two educational forces mentioned." What a wonderful opportunity the country elevator man has when buying grain from the farmer to sell him a supply of balanced rations or supplemental feeds to be taken home in the empty truck. An exchange of this kind is without financial risk, and if the farmer is sold something which produces good results this elevator man will have a still better hold on both the farmer's incoming and outgoing business.

I spent about four years here and enjoyed a continuous contact with the New England trade. I learned to love and appreciate the sturdy qualities of these descendants of the Pilgrim fathers, their inspiring ideals and their soul-stirring history. The charm of your sleepy white villages, your fragrant vales, your green-clad hills and surf-washed coast made an enduring picture of beauty and loveliness in my memory that has called me back glad and unresisting during my recent summer vacations.

To this eastern group of members of the Grain Dealers Ass'n, allied local ass'ns and visitors, I wish to extend the heartiest greetings from the feed manufacturers of the country who have elected me as their president for three consecutive terms. You dealers located east of Chicago are our principal customers and, without your support we, as a feed manufacturing industry, must either pass out of existence or discover some other method of distributing our products. We know of your problems—they are constantly under discussion in our councils—we glow in your prosperity, and we droop in your adversity.

**Direct Buying By Farm Groups.**—Within the past ten years there has been one marked development in the eastern feed distribution which has had a distinct influence on the prosperity of some of the feed manufacturers as well as yourselves, which I think is most appropriately referred to as the direct buying by the farmers and groups of farmers without the services of the local feed dealers. A tremendous impetus to this character of buying feeds, accompanied the organization of two or more co-operative

feed manufacturing institutions operating largely east of Buffalo, throughout New York, New England, New Jersey and to some extent Pennsylvania. The first of these institutions started originally with the idea of selling the component parts of balanced rations to the farmers for delivery from the car. After a brief attempt of this kind, they found that the competition was so severe from existing agencies that they could not survive, in spite of the fact their sales were greatly assisted by the efforts of the agricultural colleges, their extension men, county agents, etc., who received their pay from the state and the United States.

The general work of our agricultural colleges and their staffs of educators who work out among the farmers, also the farm bureau agents, I consider one of the most enlightened and progressive agencies that has yet been invented, not even second to the press in carrying to the individual farmers the benefits of modern research and acquired knowledge of the things which make their farms more productive, their efforts more profitable and their lives more pleasant.

This work has been of inestimable benefit to you and to us, as well as to the individual farmers themselves, because if the farmers do not thrive then you and we look in vain for prosperity in our business.

**Co-operation Among Farmers.**—Neither can we assume that the farmers or any other group are doing wrong in co-operating. If they wish to co-operate there is nothing which can be said against it—that is their right. The only question is, whether or not they, as successfully, can do what you and we are doing. It is my belief that they cannot offer the service as well, or as economically, as the older agencies of manufacturers and individual feed dealers.

The manufacturers have had long experience in this business of producing commercial mixed feeds. My own association with this business began about the time it became a thing of national interest, something like 35 years ago. In those earlier days the object was not so much to induce the farmers to use a balanced ration as it was to show them the benefits of grinding their grains before they were fed. Likewise to show them the advantages of many of the by-products which were either wasted, or could be obtained at considerably less than their real value. After this process of education came the matter of mixing feeds into more or less well balanced rations and selling them ready mixed to the farmers.

This business was developed by us manufacturers and you dealers without much assistance from the colleges or the press—in fact it was largely developed in spite of their opposition, but we have accomplished a certain large public benefit in our efforts along this line up to date, until finally both the agricultural press and the agricultural colleges are showing a more favorable attitude towards the commercial mixed feeds made by the better class of mixed feed manufacturers. It is not out of place to say that this improved confidence is more warranted today than it was a decade ago.

The feed manufacturers have become better students of the feeding problem. They do not make a feed which simply looks good, simply to sell. They have large investments in their business, and to quote a prominent leader in poultry husbandry education at one of the biggest universities in the country—"they have got to make good feeds, they have got to maintain their prestige and improve it constantly, or their field is lost to them."

**Experimental Work by Manufacturers.**—These larger feed manufacturers today employ outstanding professors and research men from the agricultural colleges, as well as many of their graduates, and some of them maintain research farms, where feeding problems are thoroughly worked out and improved rations developed. The company with which I am associated has one farm in which to handle poultry problems, directed by a former professor of Cornell Agricultural College. The poultry farm keeps from 1,500 to 2,000 laying hens at work solving the poultry feed problems all the time, besides hatching and raising thousands of young birds to demonstrate growth and development feeding formulas.

The company also owns and operates another farm of over two hundred acres which is under the direct charge of the Wisconsin Agricultural College, where feeding tests running over a period of years will show officially the relative value of the feeds made by the company. We employ two former agricultural college professors to assist in the management of the plant, but who are under the college direction in all the experiment work. This station represents a company investment of nearly a quarter of a

million dollars and is costing the owners about forty thousand dollars per year. The stock used on this farm includes a herd of about 100 high grade dairy cows, 100 beef animals, a couple of hundred pigs, with an appropriate number of horses, sheep, dry cows and calves.

Other feed manufacturing institutions have comparable institutions. They realize that they must not only think their feeds are right, but be able to prove that fact unquestionably.

This is the manufacturers' answer to the co-operative feeds, the co-operative buying and the home mixing recommended by the educational institutions and the press. Progress is our motto, and decisive accomplishment is our aim.

The superior value of a scientific commercial poultry mash was forcibly brought out in the editorial columns of the September issue of the American Poultry Journal, a magazine that stands in the fore of those that have contributed to the advancement of poultry science. This illuminating editorial was based on a personal study by its editor, Frank L. Platt, of an experiment in feeding made on a prominent poultry farm in northern Illinois.

Four pens of Leghorn pullets of the same breeding, age and quality were selected for the experiment, which commenced last fall. They were kept in the same house and received the same care.

Two pens were fed on a mash mixture composed of equal parts of cornmeal, ground oats, wheat bran, wheat middlings, and meat scraps, which is the standard formula recommended by agricultural colleges and adopted generally by the co-operatives, the batch mixers, and those who still hold to the mistaken idea that home mixing pays.

The other two pens were fed on a popular mash made by a prominent company that has always devoted its great resources in brains and money to the manufacturing and merchandising of feeds that would bring the fullest possible measure of service to those who fed them.

The cost of the commercial mash was more than \$15 per ton higher than the cost of the home mixed mash.

Both mashes were fed similarly in open hoppers, so that the birds could eat all they wanted.

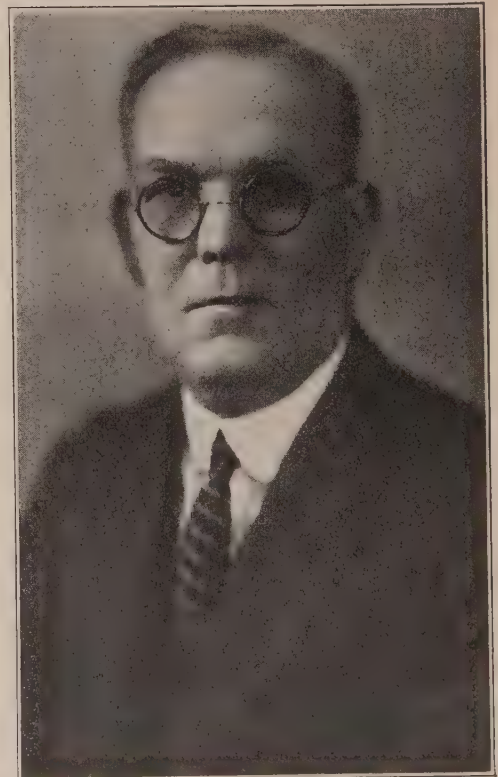
The scratch or grain ration, the oyster shell and grit, were the same in both cases.

The following facts were established:

The birds in both groups ate the same amount of scratch grains.

The layers receiving the home mixed mash ate an average of 38½ pounds per year, compared to a little less than 36 pounds for those fed on the commercial mash, a saving in favor of the commercial mash of 2½ pounds per hen per year, or 7% in mash consumed. This reduced the difference in the price of the two mashes \$5 per ton.

The commercial mash fed birds produced 1½ to 2 more eggs per hen per month, or 20 eggs



W. E. Suits, Chicago, Ill., Pres. American Feed Manufacturers Ass'n.

per year, which at 36c per dozen showed an extra net profit of 42c per hen, or \$420 on a flock of 1,000 layers.

The home mixed mash fed birds averaged about  $\frac{1}{4}$  pound less per bird when actually weighed on the scales; they had less red in their combs, and accordingly were more anemic, with less anti-anemic qualities in their eggs from a human food standpoint; there were more blood-clot eggs; the eggs were smaller; the shells were rougher and much more easily broken; their keel bones were crooked, showing a deficiency in mineral nutrition; they had less vitality, and this flock showed greater mortality.

Mr. Platt concluded his editorial with the following sentence:

"After seeing the results of this test we are impressed more than ever before with the importance of the mash feed and the value of a good mash feed."

Some feed dealers in some sections seem to have met the situation and are coming thru prosperously, which leads me to wonder why it is not more generally true. I am fearful that I cannot offer a suggestion under the circumstances to a dealer of small initiative and imperfect resources.

You cannot depend upon any ass'n, manufacturers, retailers, grain dealers or others to save the situation in your case. Outside help will not go deeply enough into the problem—it cannot—because outside help is not, and cannot be, permanent. You alone are the fixture in the individual market where the problem is met by you.

**Telling Another How to Run His Business.**—A stranger, strolling along the sidewalks of New York, was accosted by a big, husky chap, who said, "Mister, I haven't had anything to eat for two days—give me a dollar for a supper." The stranger looked at him and replied, "Well, sir, if you have had nothing to eat for two days you certainly are in need of some relief, but don't you think that you would have a better chance of getting it if you adopted a little different tone and appealed for a more moderate sum?" The fellow replied, "See here, mister, of course it is up to you whether or not you give me the dollar, but I want you to know that you can't tell me how to run my business."

Now I did not come down here to tell any of you how to run your business. I believe there are half a dozen or more good-sized retail feed stores under my general directions, but my contact is not close to them, and the following suggestions I may volunteer are simply based on my long experience and general theory of buying and selling grain and grain products:

**First—Service.**—If a man is going to build or maintain a business in a community he must render a service—a real and adequate service. No community owes a feed merchant or any one else a living. No matter who the business man is, he must day by day prove his right to his place as a business man by service. Business is public service; and the extent of that business and the profits from it are the measure of that service.

Whether it is grain or feed, the products sold must serve the consumer—must meet his needs—and must meet them economically, so that the feeder can pay for his feed and have a margin of profit—otherwise he cannot use or continue to use those products.

**Second**—In order to serve, the merchant must know the needs of his clientele. The grain dealer or feed merchant must know his community—its consumption possibilities; what it produces; what it must have to supplement home production.

The dealer must know good cows, good poultry, and he must know right practices in feeding. He must be able to advise his buyers what to buy—because he has an interest in the buyers' success, since he often has to wait for settlement for feeds purchased long after they have gone through the livestock.

He is interested in the farmer having good cows and good poultry, because poor cows or poor fowl can never pay their way or pay for feed consumed.

Therefore the dealer necessarily is vitally interested in building up the quality of his trade. He is interested in all educational work and must be a leader himself and should align himself with all educational work. He should fully support the county agricultural agent, work closely with him, help shape his policies and help in their execution.

**Third—Changed conditions,** the universality of good, hard roads and of the telephone, the educational influence of the radio and the keenly competitive situation in all business has made it imperative that every feed merchant make a distinct effort to build and hold business. Business does not of its own free will roll up to a man's door. Feed purchases are determined on the farm itself. The feed dealer must sell his service to the farmer on the farm as well as in the store.

**Fourth**—The biggest thing which every merchant has to merchandise is himself; his interest in his customers; his knowledge of their business, which is also his business; his interest in their welfare and the community's welfare; his character and personality.

**Fifth**—And the next biggest thing he has to market is the product which he carries—its dependability, its quality, its adaptation to consumers' needs. The sincerity, reputation and idealism of the manufacturer who makes the goods which he sells largely determine the character and volume of the business.

**Sixth**—Beyond this is the necessary recognition that what was grain merchandising is rapidly becoming feed merchandising.

**Adopt a Complete Line of Feeds.**—The larger manufacturers of commercial mixed feeds have quite generally adopted the practice of putting out a complete line of feeds for all purposes, instead of featuring a single product, as they did in the earlier days. A retail dealer will do well to adopt one of these lines and make it his personal business to popularize and sell them. In this he can secure a great deal of assistance from the manufacturer, who is doing extensive advertising, and supplementing it with other types of promotional work.

Such a line can readily be made a big asset to the feed dealer and he will recognize that it is a weakness to keep constantly changing from one line to another for a matter of slight difference in price, which may easily be reflected in a difference in production. Having built up a trade on a certain line of feeds, when the dealer changes he has to tear down the work which he has done in the past and build up anew. This is expensive and doubtless weakens the confidence of the feed buyers in the dealer's sincerity.

**Perseverance of Co-operatives.**—Two friends met and one remarked, "Parson, I notice you said in your sermon today every character contains some admirable trait—how about the devil?" "Well," responded the other, "I always did admire his perseverance."

It seems to me that the devilish perseverance of these co-operatives is at least one of the things which we can imitate with much benefit to our business. They, seemingly, are following up the main idea all of the time and getting their friends to assist them in every possible way. You feed dealers are paying part of the taxes which are supporting the agricultural schools, extension workers and others who are constantly interviewing the farmers.

**The County Agent.**—What a wonderful thing it would be, and doubtless is in many cases, if the county agent was thoroughly posted regarding the feed materials and other things you have in stock or expect to arrive within a few days; would know what they cost and on what extremely narrow margin you are willing to sell them; would, likewise, be informed regarding the superior quality of the various items. You would not expect him to act as a salesman—certainly not, but at the same time if you would take the trouble to see that he was friendly and well posted, he would surely be beneficial. If I were running a feed store in a country town I think I would have a desk and a chair which the county agent or other extension worker could consider his own when in that section. I would invite him to make it his headquarters, I would make it a point to show him the stocks and be absolutely frank regarding the feature of my profits so that he would know that there is no basis to the thought that some of the farmers have that this feed dealer charges exorbitant prices. I would show him the service which I am prepared to give and figure out for him that where I carry a carload of stock, to be delivered a ton or two at a time to the individual farmers, I am saving them a considerable expense from loss, due to deterioration and interest charges; that I can do this much cheaper than the individual farmer can, because I should be able to turn over my stock in only a fraction of the time the farmer does when he buys in large quantities from the car door. On the other hand, I would, and doubtless many of you do, offer goods at a quantity price, to be delivered on arrival of cars, for cash.

**Knowing a farmer from meeting him occasionally in the store is a different proposition if it is supplemented by actual, occasional visits to his own place.** Going out to the farm, looking over his stock and discussing his problems with the farmer, is the real way of getting him to unburden his ingrowing grievances and earn his confidence. It seems to me that the dealer who does not make it a point to run around in person and call on his actual and potential customers is missing his biggest opportunity.

Of course, the objection to this suggestion is that the dealer has not the time. Well, I am one of the people who thinks that a local feed dealer is a busy man—but it is not a fact that a very large part of the time is consumed in juggling bags of feed or posting up accounts which a husky grammar school boy could do just as well after being instructed? Remember that salesmanship is the key to one of the principal doors to success in any kind of modern business. Maybe you think it is possible to hire a bright young man who can sell better than you, but I want to assure you that every buyer wishes, if possible, to deal direct with the boss; wants his ideas, his advice, and they outweigh that of any hired man you can put on that work.

Do you belong to the farmers' clubs, granges, farm bureaus—whatever they call them? I un-

derstand their rules permit it. What a corking good thing it would be if you took an interest in the things they discuss at their meetings and helped to guide their thoughts and conclusions. Your business experience and knowledge of markets should be very helpful to them and beneficial to you, especially if you and the county agent went over the situation together before the meeting. Besides, you would get some good ideas yourself.

Here is another thought: Mutualize your business and let the customer profit in proportion to his purchases. Or take some of the key farmers into partnership.

I understand that the co-operatives very frequently pull off rallies at the schoolhouse or some other convenient place. They have some good talks; get together, weep over their wounds, and have a good time generally. Did you ever have a rally of your customers?

About twenty years ago a wire-haired cub graduate from the Minnesota Agricultural College dropped in our office and wanted a job selling feed and flour—he got it, and he has developed into the best feed salesman I ever heard of. Everybody in his great big territory calls him by his first name, or his nickname, "The Swede." He and the governor of the state greet each other in just the same way. Some time ago this salesman conceived the idea of inviting all of his customers and their friends to have a chicken dinner with him on a farm adjacent to his home town. This became a regular annual feature and these feed dealers, big, important men in their home towns, drive as much as 180 miles each way to attend these meetings. An interesting speaker or two from the nearby agricultural college, and others with interesting messages, help out in the entertainment of the party. I have attended a couple of them, and I want to say that the getting together in this way of practically 100% of this salesman's customers and the spirit developed is one of the most remarkable revelations of loyal interest I have seen in many years.

This is another experience in the co-operatives' methods which could well be copied by the feed dealer, and I know that he can get some mighty fine assistance from some of the educators and public speakers. I have the further feeling that a little get-together meeting of this kind, sponsored by the local feed dealer, will be very generously and gladly attended by the invited farmers.

These are simply a few suggestions of ways and means of getting better acquainted with the people you want to do business with. You

## GRAIN DRIERS

for

COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.

## ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

ELLIS DRIER WORKS

Division G. L. M. Corp.

1223 S. Talman Ave., Chicago  
210 N. 13th St., Philadelphia, Pa.

must know many better ways of teaching them to know you well and earn their confidence and loyal support.

**Adapt One to Changing Conditions.**—Times have changed, as they have insisted on doing ever since the creation, and the man who does not adapt himself and his business to meet those changes usually gets lost in the shuffle. I used to have a friend named Gossard. Mr. Gossard, I believe, had about the biggest business at that time existing in the manufacture of corsets. Well, I suppose a good many of you men know that some years ago there was some very radical progress made in the apparel of the ladies and it looked as though friend Gossard was going to go broke. Did he? He did not! But he did make some modifications in his line of product which met the situation in such a way that the last time I heard about his common stock it was selling way up.

You remember the Studebaker wagons and carriages used to bump along in every rut in the roads in the country, and along about twenty-five years ago something happened to the wagon business—buggies lost their vogue. Did the Studebaker business drop out of sight? Not on your life! About this time one of the most popular, low-priced automobiles on the market was that early beginner, the E. M. F. car. They bought it and changed it to the Studebaker. They still make wagons for anybody who wants them, but the plant down at South Bend, Ind., which a quarter of a century ago was pointed to with pride as one of the biggest things of its kind in the world, is not much too big to take care of the office staff of the present business.

The feed business has changed, too, but there is more feed needed today than ever before, and you feed dealers are the people trained and best equipped to attend to its distribution, and I think the co-operatives have shown all of us some of the ways of holding and increasing the individual distributor's business and profits.

Many thousands of retail feed stores are in existence throughout the country. A large percentage of either the present dealers or their fathers were ex-farmers who knew and met the needs of their localities. By establishing small depots where their neighbors could get grain and feed when needed, they thereby assisted greatly in developing the neighboring business of livestock, dairy and poultry farming. Some of them by careful attention to business became fairly prosperous, but they only prospered as their customers prospered. It is safe to say that in all cases their self-interest was best served when their customers secured feeds at moderate prices and with good production qualities. As a rule, these feed dealers rarely accumulated more than a modest showing for their life's labor and investment. Usually their old neighbors who stuck to farming prospered more than they did.

Unfortunately, as a result of this direct buying for several years many of these retail feed dealers have lost a great deal of their volume of business. The well-to-do farmers are taking advantage of this car door delivery opportunity and the less well-to-do farmers still depend upon the dealer. With the shrinkage of his volume in business the dealer's expenses per ton have increased and the last mentioned class of farmers are compelled to pay higher prices for their feeds than they would be doing under normal conditions.

I will say right here that any economic movement which drives the retail feed dealer out of

business, or which weakens him financially so that he cannot keep a well-rounded stock of feeds and trust it out to the surrounding farmers from month to month, is going to seriously hurt that district.

The feed dealer was developed by necessity and as a business proposition he is not going to quit—he will not be eliminated—he cannot be spared.

A farm crib to hold 12,500 bus., 28x42 ft., has been completed near Clarion, Ia. It is equipped with an electric elevator and fully modern machinery. Construction is of concrete instead of wood. Art Torkelson remarks: "This fellow must be expecting to get some corn. Nothing slow about the Iowa Farmer, not with such equipment as electric elevators and other wrinkles."

## Fish Meal Formula Monopoly Questioned.

The legal talent of the American Feed Manufacturers Ass'n are scouring thru the archives at Washington, D. C., for the authority of the U. S. Patent Office to issue Patent No. 1,596,551 under date of August 17, 1926, to Park & Pollard of Boston, Mass., which practically gives them the monopoly of mixing fish meal into certain feedstuffs.

There are at least seven or eight large manufacturers mixing fish meal with certain of their products, which, if this patent is valid, would make them liable for damages.

## Southern Mixed Feed Convention.

The third annual convention of the Southern Mixed Feed Manufacturers Ass'n will be held for the second consecutive year in Memphis, Tenn., Monday, Tuesday and Wednesday, Oct. 15, 16 and 17. All sessions will be conducted at the Peabody Hotel.

Round table discussions will feature the convention, it being believed that this form of meeting brings out more information of value to the attendance than is otherwise possible.

Chief among the prepared addresses will be: Opening address by Geo. G. Keith, pres. of the Ass'n.

"Miller, Feeder and Editor," by Dr. Tate Butler, editor of the Progressive Farmer.

"Legal Lining for the Batch Mixer," by Walter Chandler, chief counsel for the Ass'n, discussing legal tangles which may involve manufacturing and distributing of feedstuffs.

Monday's and Tuesday's sessions will be open to all who care to attend. Wednesday morning's executive session will be closed to all except active members.

A golf tournament at the Colonial Country Club is planned for Tuesday afternoon and will be followed by a banquet in the evening, where all present will be guests of Memphis millers.

Middle-men, asserts agriculturist, are a burden on farmers—and so are meddle-men and muddle-men.—Wall Street Journal.

## J. P. PARKS MILL FEEDS

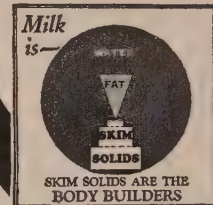
Dried Buttermilk—Linseed & Cottonseed Meal  
Brokerage Exclusively  
400 New England Bldg. Kansas City, Mo.  
327 So. La Salle St., Chicago, Ill.

## MORE Dry Skim Milk

used

in manufactured feed  
than ever before

!



Plan to include  
**DRY SKIM MILK**  
in your registration this Fall  
and secure your share of  
the growing business

LET US HELP YOU!

Write for information

**AMERICAN DRY MILK  
INSTITUTE, Inc.**  
160T North La Salle St., Chicago, Ill.

## Feed Movement in September.

Receipts and shipments of feeding stuffs at the various markets during September, as compared with September, 1927, in tons, were as follows:

	Receipts		Shipments	
	1928	1927	1928	1927
*Baltimore	1,487	1,074		
Chicago	1,159	13,860	44,019	50,382
Cincinnati	480	540		
Milwaukee	2,710	5,700	6,800	10,233
†Kansas City	5,320	5,760	17,540	15,820

\*Millfeed, †Bran and shorts.

## SHIPPERS OF

## RED DURUM

Sulphured and Natural Oats  
Barley Buckwheat and other  
grains for poultry feed

**ARCHER-DANIELS-MIDLAND CO.**

Grain Department

**MINNEAPOLIS, MINN.**

Elevator Capacity, 2,500,000 Bushels

## "Feeds and Feeding"

ILLUSTRATED  
19th Edition

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

**Grain Dealers Journal**  
309 S. La Salle St., Chicago, Ill.

## New Improved Vertical Feed Mixer



Mixes  
With Less  
Power

Anti-Friction  
Roller  
Bearings

Thorough  
Mix Quickly

Ask for  
particulars

The Sidney  
Grain Machinery Co.  
Sidney, Ohio

## BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.



**"COMBINATION" MILLS**  
Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

The N. P. BowsHER Co., South Bend, Ind.

## FAIRMONT'S

### Pure Flake Buttermilk

9 Large Plants  
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.  
OMAHA, NEBRASKA

### "Big 10" for Fall Hogs.

The value of variety in feeding hogs is evidenced by the success of the "Big 10" supplemental mixture developed by the well-known authority on hog feeding, Prof. John M. Evvard, at the Ames, Ia., Agricultural Experiment Station. In conjunction with several assistants, he experimented with this supplement during the winter of 1926-27, and pronounced production results "very good."

The "Big 10" supplement is composed of 10 ingredients: 40 parts "60% protein" tankage; 20 parts high-grade cottonseed meal; 9 parts high-grade peanut oil-meal; 15 parts old process linseed meal; 12.8 parts alfalfa meal; 1 part common salt; 1.5 parts limestone; .198 parts commercial iron oxide; .5 parts hard wood ashes; and .002 parts potassium iodide. This gave approximately 43 lbs. of protein per hundred weight.

Fall pigs started this experiment on Dec. 22, 1926. They were carried from approximately 47 lbs. each until they reached an average of 250 lbs. Pigs fed this supplement in conjunction with self-fed corn, mostly yellow, and self-fed minerals took 118 days to make the 250 lbs. Pigs receiving tankage instead of the "Big 10" supplement took 137 days to make the same weight. The former made an average daily gain of 1.73 lbs. while the latter made an average gain of only 1.49 lbs. A difference of 24 lbs. of gain per 100 days of feeding was evident.

In his report of the experiment, Prof. Evvard remarks:

It must be borne in mind that the pigs which received corn, tankage and minerals made a

good showing. They required only 384 lbs. of feed for the hundredweight of gain produced. However, the "Big 10" fed pigs not only excelled in rapidity of gains but also in economy of feed requirements. On the "Big 10" supplement the pigs took 340 lbs. of feed to make a hundredweight of gain. Here is a difference of 44 lbs. And it took less of the 43% protein supplemental mixture, the "Big 10," for the hundred lbs. of gain than it did of the higher protein tankage. The figures showed 48 lbs. compared with 58 lbs., 10 lbs. in favor of the 10 ingredient mixture.

Both groups of pigs in the experiment were fed the same except that tankage was the supplement with one group and the "Big 10" mixture was the supplement in the other. Both groups were fed shelled corn, mostly yellow, in self-feeders, and a simple mineral mixture composed of 20 parts common salt; 39.98 parts high calcium limestone; 39.98 parts special bone meal; .04 parts potassium iodide, also self-fed.

On completion of the experiment it was found that tho the "Big 10" supplement cost \$15 per ton less than the tankage, it was worth from \$30 to \$31 per ton more in the results produced.

Further experiments with this supplement and with a "Trinity Mixture" composed of 50% tankage, 25% linseed meal, and 25% alfalfa meal, which also showed better results than tankage, are being conducted, and in view of the results found in the first experiments high hopes are held for their accomplishments.

Wheat loading activities of Portland, Ore., was made the subject of the first talking movie recorded in that city.

### STANDARD COMMISSION CO. BROKERS

Grain, Mill Feed, Mixed Feed Ingredients  
EXCHANGE BUILDING MEMPHIS

### WET MILLERS

I want to buy wet grain residues.  
What have you?  
E. O. WHITE, DANA, IND.

## Rid Your Elevator of RATS and MICE

These rodents do millions of dollars' damage in elevators to sack grain, seeds, feed, etc.

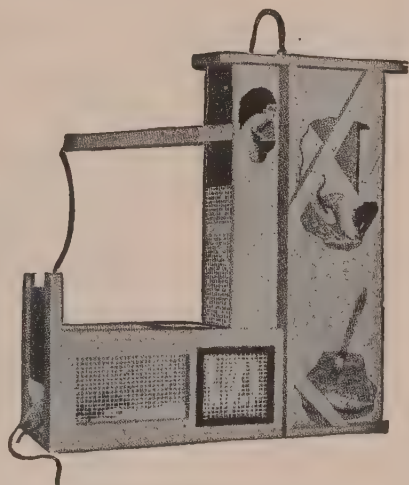
You can eliminate losses in your plant by using

**"PEERLESS"**  
TRADE MARK REGISTERED

Automatic Rat and Mouse Traps.

This Automatic Trap catches and kills by the wholesale. Each victim resets the trap for the next. Clean, sanitary and lasts for years.

It has made good under the most desperate conditions in thousands of elevators, seed houses, flour and feed mills. Endorsed by leading firms in all lines of business. Over 150,000 in use.



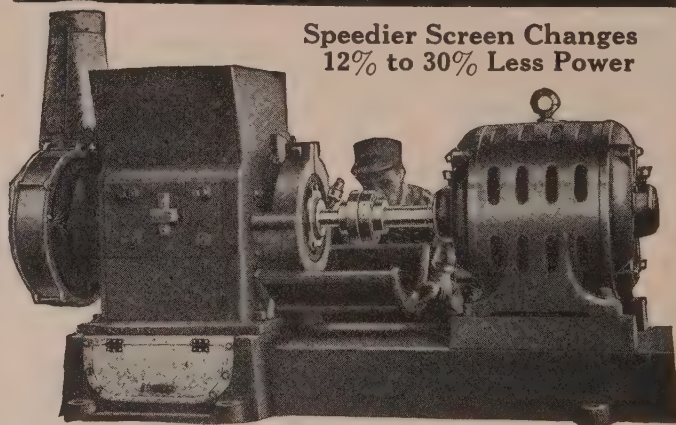
Write today for full information

Each victim sets the trap for its followers

### A. O. Automatic Trap Co.

630 Jackson Boulevard

Chicago, Illinois



Speedier Screen Changes  
12% to 30% Less Power

### A New Williams Grinder — The "SPEED KING" —

Finishes grain or ear corn in one operation with 12% to 30% less power (proved by actual comparison). Has quickest method of changing screens—no need to remove cover. 50% heavier ball bearings. Improved hammers and discs, greater weight, no vibration and many other improvements. Eight sizes. Let us send descriptive matter.

Williams Patent Crusher & Pulverizer Co.  
721 Montgomery St., St. Louis, Mo.

Chicago  
17 W. Van Buren St.

New York  
15 Park Row

San Francisco  
415 5th Street



**WILLIAMS**  
ORIGINAL PATENTEES AND WORLD'S LARGEST BUILDERS OF HAMMERMILLS  
**WILLIAMS**  
PATENT CRUSHERS GRINDERS SHREDDERS

## Feedstuffs

**Jamestown, N. Y.**—The D. H. Grandin Milling Co. recently began manufacturing molasses feeds.

**Terrell, Tex.**—A new feed plant has been built here by the East Texas Cotton Oil Co. Mr. Fix is sales manager.

**Buffalo, N. Y.**—Fire in the basement of the Spencer Kellogg & Sons plant did \$10,000 worth of damage on Sept. 30.

**Ft. Worth, Tex.**—The Ralston-Purina Co. has been granted a city permit for improvements to its local plant, to cost \$65,000.

**Manly, Ia.**—James E. Novak's new feed mill has been completed. It uses an aggregate of 85 h.p. in operating its machinery.

**Avondale, Colo.**—John H. Thatcher, president of the Avondale Alfalfa Milling & Livr. Co., passed away Sept. 20 at Pueblo, Colo.

**Neosho, Mo.**—A feed mixing plant with grain storage capacity is under construction by Phil Ratliff for manufacturing dairy feeds.

**Riverdale, Ill.**—Erection of a \$150,000 addition to the Riverdale plant of the Arcady Farms Milling Co., feed manufacturers, is planned.

**Galesburg, Ill.**—The L. & G. Feed Co. has been incorporated by G. W. Gard, Louis Gard and Edward Lundgren. Capitalization is \$40,000.

**Jackson, Miss.**—Gober's Great 8 Milling Co. and Betta Feed Mills have been consolidated. John K. McDaniel is general manager.—PJP.

**Paris, Tex.**—A new feed mixer and grinder have been installed in the Jesse Bailey plant, formerly known as the J. T. Bennett Cottonseed plant.

**Penn Yan, N. Y.**—A 9,000-gal. tank has been constructed in the basement of the mill of the Birkett Mills, for storing molasses to be used in manufacturing molasses feed.

**Raymond, Wash.**—Edward F. Carlberg has become connected with the Willapa Harbor Feed Co., a reorganization of the Raymond Feed Co., in the capacity of manager.

**Los Banos, Cal.**—A. B. Joseph & Sons plan to open a branch warehouse for the distribution of feedstuffs soon. Later, if business warrants, they plan to build a feed mill.

**Binghamton, N. Y.**—Fire destroyed the feed mill of Baker Bros. on Sept. 25. Loss was \$100,000, partially covered by insurance. This mill had been in operation for 80 years.

A ruling has been passed in North and South Carolina whereby no metal tags will be permitted on sacks of feedstuffs offered for sale or sold within the boundaries of these states.

The Page Milling Co., Luray, Va., has filed trade mark No. 267,821, which gives its name with the word "Page" prominent on an ornamental background, for poultry feeds and flours.

W. E. Suits, pres. of the American Feed Manufacturers Ass'n, will make an address before the annual convention of the Ass'n of Feed Control Officials to be held at Washington, D. C., Nov. 1-2.

Cedar Rapids, Ia.—Permit has been issued for remodeling the Commercial Building here for storage and manufacture of feed. Remodeling will cost \$14,000. The Iowa Ry. & Light Corp. is the owner.

"Making Fortunes on Feed" is to be the subject to a pertinent address presented by S. T. Edwards of Chicago to the Mid-Winter meeting of the Ohio Grain Dealers Ass'n, to be held at Columbus, O., on Oct. 23.

Charlotte, N. C.—Piedmont Feed Mills, Inc., has built a new feed manufacturing plant with initial capacity for 100 to 125 tons per day. It is so arranged that additional units can be built on as needed.

The Pan American Molasses Co. has been formed by the American Molasses Co. and Penick & Ford, Ltd., for the principal purpose of buying molasses in Cuba and the West Indies and selling molasses for export.

Kansas City, Mo.—Joseph Newsome of Newsome Feed & Grain Co., Pittsburgh, Pa., recently purchased several race horses here. As a compliment to E. A. Witter, feed broker here, he named one of them "Kelly Witter."

Geneva, O.—Reorganization of the personnel of the Geneva Milling Co. recently elected Wm. T. James as pres. and E. E. Hawks as sec'y-treas. The company was originally organized in 1915 to manufacture flour and feed and deal in coal and building supplies. Capitalization continues at \$250,000.

Buffalo, N. Y.—The Wayne Feed Mills of Buffalo, Inc., has been organized by D. W. H. W. and S. W. McMillen, H. D. Egly, A. G. Phillips, T. L. McGee and J. F. Kline with initial capital stock of \$100,000. Work has been started on the new elevator and feed mill of the company here, which will be 90x240x127 ft. and located on the D. L. & W. R. R. near the foot of Smith St. Construction is of concrete. S. W. McMillen will have charge when the plant is completed.

Pomona, Cal.—The W. L. Wright building has been leased by Charles Alan, who announced his intention of installing modern feed grinding and mixing machinery for the manufacture of poultry and dairy feeds. Plans call for operation of the new property in connection with the Riverside Grain & Milling Co.

Linseed oil meal v. meat scraps for layers.—Two groups of 50 White Leghorns each were fed and managed in the same way except that 1 group received linseed oil meal as a protein supplement and the other meat scrap. Linseed oil meal was practically as efficient as meat scrap both in egg production and hatchability of eggs.—Bull. 417 (1928) Ohio Sta.

Washington, D. C.—Alfalfa meal production in the United States totaled approximately 38,000 tons during the month of August. This was 12,000 tons more than was produced in the preceding month and about 20,000 more than was reported for August a year ago. The first two months of the season this year showed more than 100% increase over the production for the same period a year ago.

Buffalo, N. Y.—F. A. McLellan has retired from the Geo. Urban Milling Co. here, planning to winter in California and spend some months in rest. He was one of the early members and hard workers in the American Feed Manufacturers Ass'n and served as chairman of the executive committee for a number of years. Prior to his connection with the company from which he is now retiring, he was manager of the H-O Co. here.

The Southern Feed Control Officials are understood to have ruled feed branded "Dairy Rations" is not registerable in several of the southern states, as contrasted with the preferred term of "Dairy Feed." This ruling involves complications far beyond those appearing as a deduction, since protein, fiber and fat contents permitted under the law for "Dairy Rations" are much broader than those permitted for "Dairy Feed."

### HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.  
Grain, Screenings, Mill Oats  
GROUND FEEDS

Straight Cars Mixed Cars  
Operating HIAWATHA MILL

### MINROL-PROTIN

The Complete  
Poultry Mineral

An interesting and informative  
bulletin is yours for the asking.  
It contains valuable formulae.

The Concentrate Products Co.  
549 W. Randolph St., Chicago

### CALCIUM CARBONATE

Bone Meal, Bone Black Charcoal,  
Oxide of Iron, Sulphur, Glauber  
Salts, Epsom Salts, Pott. Iodide  
and the other Mineral and Remedy  
Materials, as well as Liquid and  
Dry Dip. Straight, Pool Cars or  
L. C. L. Shipments.

ROY A. SCOFIELD CO.  
Council Bluffs, Iowa

### CHICK - FEEDS

Starting and Growing Mashers  
Emery Thierwechter Co.  
Oak Harbor, Ohio

PRINTED, UNPRINTED  
BURLAP BAGS COTTON

MENTE & CO. INC. BAGS

NEW or SECOND-HAND NEW ORLEANS

I. T. RHEA  
Pres.

SAVANNAH  
DALLAS

The Universal Mills, Fort Worth, Tex., has filed the lettering "WA-MO" under serial number 269,875 as food for hogs.

Vineland, Colo.—The alfalfa mill, owned by the Avondale Alfalfa Milling & Elvtr. Co., North Avondale, Colo., was destroyed Sept. 18 by fire.

Sioux City, Ia.—The addition to the factory and warehouse of the Wertz Seed Co. is nearly completed. It is already partly in use for some purposes, the special machinery for manufacturing chick, poultry and molasses stock feeds must still be installed.—Art Torkelson, Lamson Bros. & Co.

Grand Junction, Colo.—A concrete and steel warehouse is being built here by the Mesa Flour Co. The warehouse at Montrose is being worked over into a feed handling plant. Report has it the firm is planning construction of a new modern mixed feed manufacturing plant.



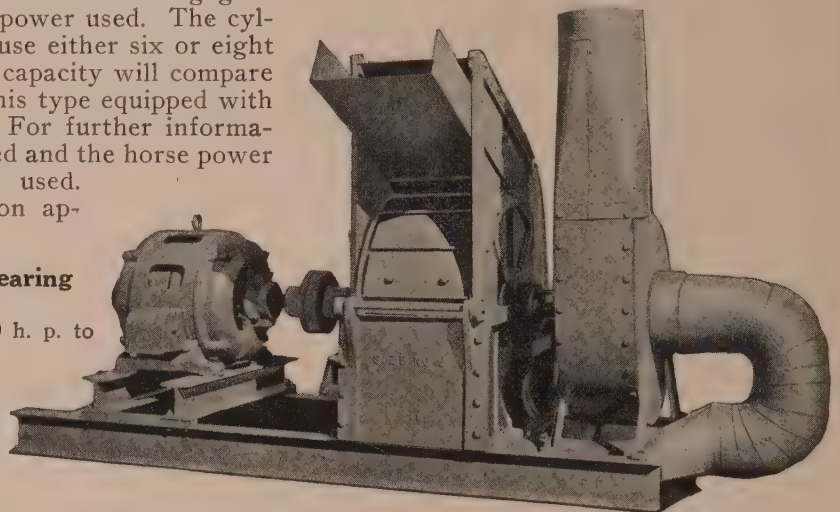
## The Hughes Slow Speed Hammer Mill

THE Hughes Ball-bearing Hammer Mill is designed to operate at a speed of 1800 R.P.M. and do as efficient grinding at that speed as any higher speed grinder. The hammer speed is maintained by the increased diameter of the hammer cylinder, the hammers are made from tool steel tempered so as to resist wear and toughened to withstand any hard substance that might cause the corners of the hammers to break off. The hammers are staggered on the cylinder so as to give a complete grinding surface. The number of hammers used on the mill being governed by the amount of power used. The cylinder being designed to use either six or eight rows of hammers. The capacity will compare with any other mill of this type equipped with the same horse power. For further information state capacity wanted and the horse power available, and current used. Prices will be quoted on application.

### The Hughes Vertical Ball Bearing Batch Mixer

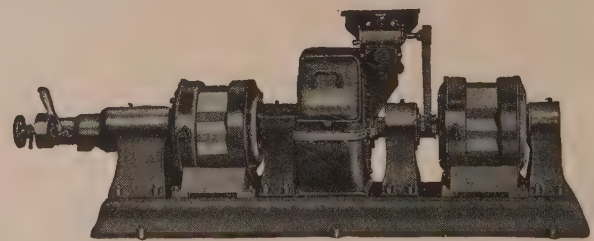
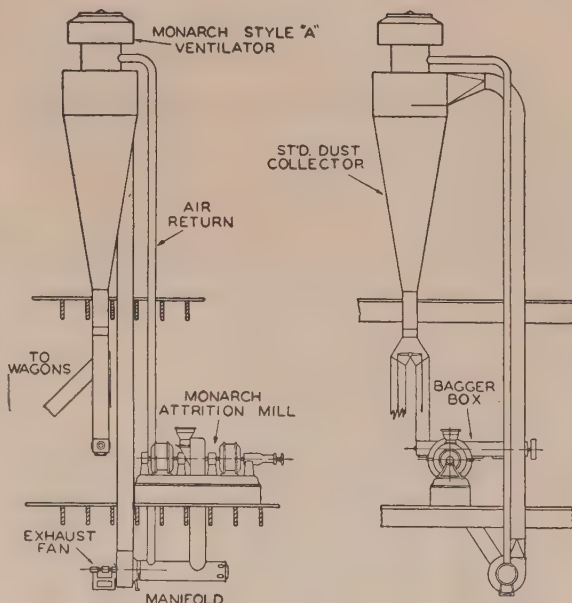
Capacity 1,000 pounds, requires 30 h. p. to operate.

*We manufacture the Hughes Ball Bearing Corn Cracker and Grader, Hughes Ball Bearing Self-Balancing Plansifter, Man Lifts, Bag Pilers, Car Pullers, and Hutcheson Corn Sheller. We also have the largest stock of rebuilt elevator and mill equipment in the United States.*



## Hughes Co., Wayland, Michigan

*Builders of Grain Elevators and Flour Mills*



## FINER-FASTER COOLER

FEED GRINDING with

Minimum power - Lowest upkeep and largest profits follow the installation of the

## MONARCH ATTRITION MILL

WITH PNEUMATIC PRODUCTS COLLECTOR

Full Information on Request

**Sprout, Waldron & Co.**  
1202 Sherman St., Muncy, Pa.

Chicago Office  
9 S. Clinton St.

Kansas City Office  
612 New England Bldg.

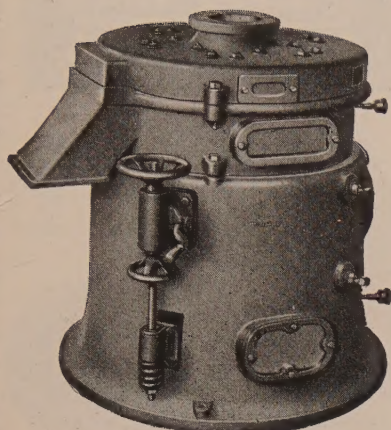
San Francisco Office  
726 Harrison St.



## VERTICAL GRINDER

Has all the features of a double head attrition mill in little space and at low cost. It will grind almost anything.

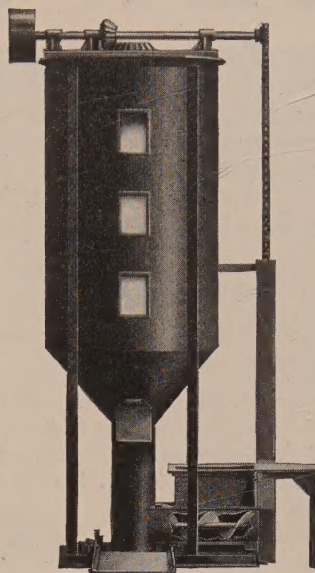
Furnished with Line Start motors when required.



Write for  
Bulletin  
1234G

**ALLIS-CHALMERS**  
MILWAUKEE, WIS. U. S. A.

## HAINES COMBINATION MIXER



For the thorough and rapid mixing of dry feeds for stock and poultry.

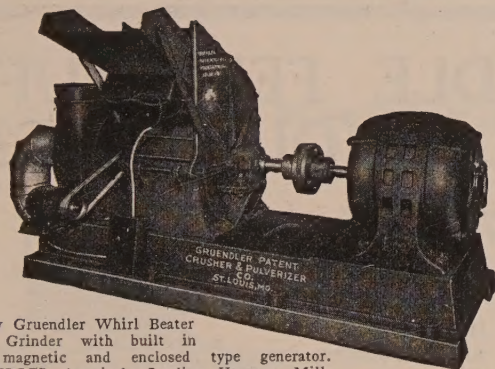
Requires minimum floor space and power — shipped completely assembled ready for operation on arrival.

Convenient — Efficient — Durable.

Write for Bulletin G-10

ADDITIONAL  
SALES  
REPRESENTATIVES  
WANTED

**THE GRAIN MACHINERY CO.**  
Marion, Ohio



New Gruendler Whirl Beater Feed Grinder with built in spout magnetic and enclosed type generator. GRUENDLER America's Leading Hammer Mill.

**GRUENDLER**  
America's Leading Hammer Mill  
*A Mill Without a Competitor*

The new GRUENDLER requires no introduction. It is recognized as the greatest improvement in feed grinding machinery in over 27 years. No greater capacity, no higher quality has ever been obtained by any other grinding equipment. Installed on a positive guarantee of performance and let the results speak for itself.

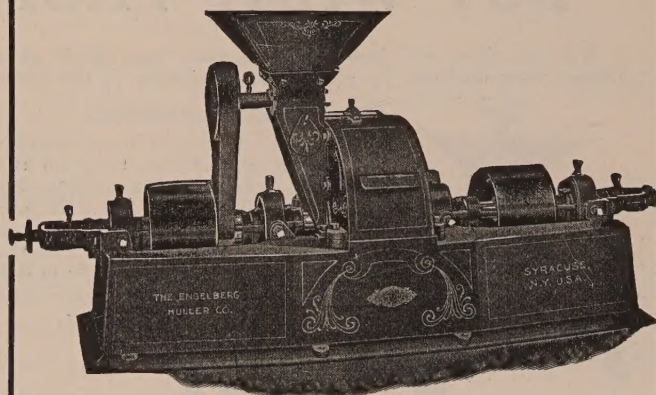
As manufacturers and pioneers of swing hammer feed grinders for over 44 years, you are assured of the greatest development in swing hammer equipment. Built in spout magnets that will take out all tramp iron and reduce your insurance rates, reduce the wear and tear on hammers and screens, quick change screen and hammers fully patented by us are features that you will recognize together with a smooth operation free from vibration, heavy durable construction to last you a lifetime without attention or trouble. Simplicity, durability and high productive capacity, are features that you will find only in the GRUENDLER. For sound investment and protection consider the long experience and proven success of the GRUENDLER who recognizes no competitors.

Send for our latest bulletin also dry and molasses mixers and plans on mixing plants.

Established 1885

**Gruendler Patent Crusher and Pulverizer Co.**  
1102 Landreth Bldg. - St. Louis, Mo.

## The "HALSTED" HAS NO EQUAL



No Seal Rings  
Scientific

Positive Feed  
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

Highest efficiency at the smallest expense.

**THE ENGELBERG HULLER CO.**  
Incorporated  
SYRACUSE, N. Y., U. S. A.

# "Grinds Nearly Twice as Much as Other Hammer Mill on Same Amount H. P." Purdue University

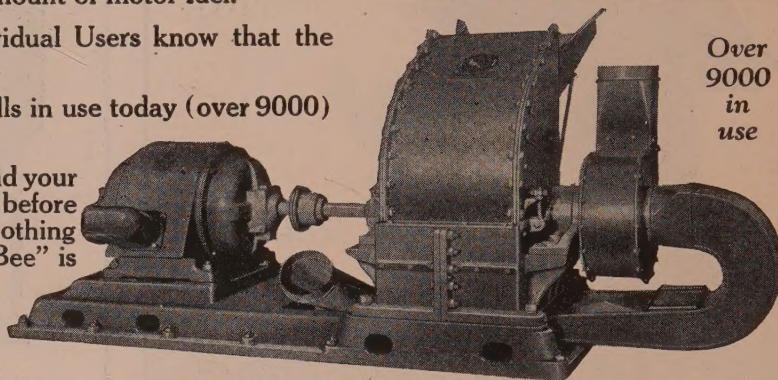
## Comparative Tests Further Prove "JAY BEE" Superiority

Purdue University, School of Agriculture, La Fayette, Ind., says: "We made a comparison between the 'Jay Bee' and another hammer type mill as to the relative amount of ground feed produced for a given amount of fuel. We found that the 'Jay Bee' would grind nearly twice as much as the other mill on the same amount of motor fuel."

Agricultural Colleges, Universities, Individual Users know that the "Jay Bee" is an unusual feed grinder.

This is why there are more "Jay Bee" mills in use today (over 9000) than all other hammer mills combined.

You owe it to yourself—your business—and your pocketbook to give the "Jay Bee" a trial before you buy a feed grinder. A trial costs you nothing if you are not convinced that the "Jay Bee" is the best and lowest cost operating feed grinder made. Write for descriptive literature, prices, terms, etc.



Over  
9000  
in  
use

**J. B. SEDBERRY, Inc.**  
76 Hickory St., Utica, N. Y.

**J. B. SEDBERRY Co., 819 Exchange Ave., CHICAGO, ILL.**

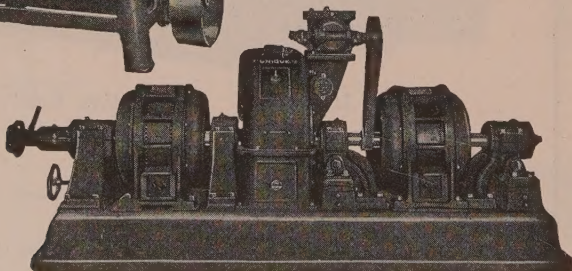
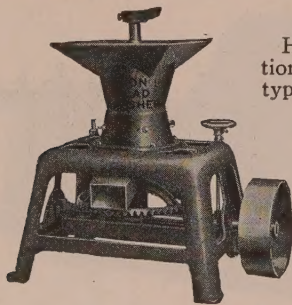
Jay Bee Sales Co. { 442-444 Live Stock Exchange Bldg., Kansas City, Mo.  
311-312 Terminal Warehouse Bldg. - Omaha, Neb.

# OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

## FEED GRINDERS

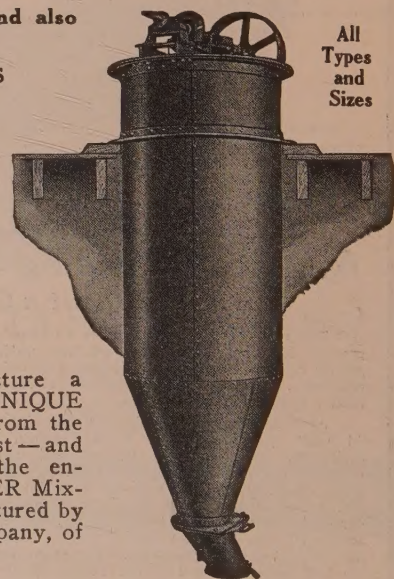
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



## FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.



All  
Types  
and  
Sizes

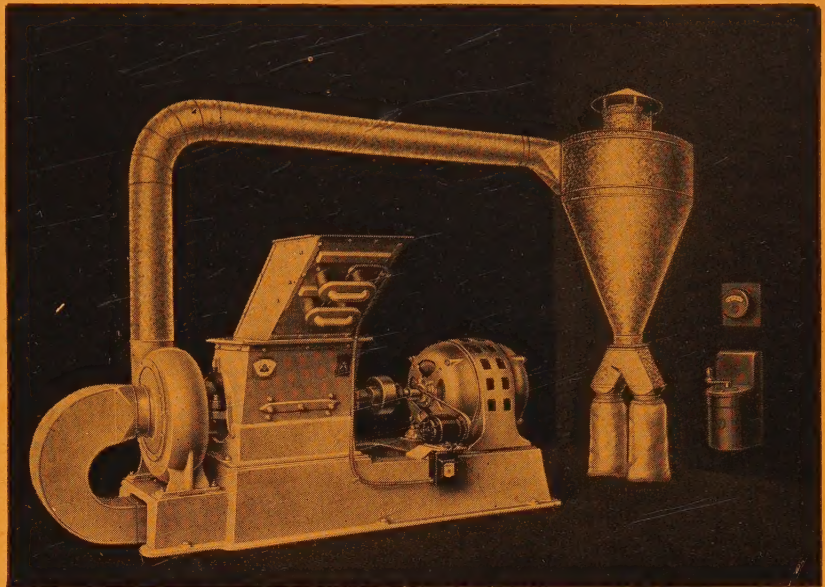
Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

**ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA.**  
CHICAGO OFFICE—222 W. ADAMS ST.

# A Complete and Efficient Hammer Mill

This is our Super Miracle Ace No. 5, direct connected to a 75 h.p. motor. A large feed mill that has this Miracle Ace and also two other hammer mills, one direct connected to a 40 h.p. and the other connected with a Tex-rope drive, having a 50 h.p. motor, says they are getting twice as much through their Miracle Ace as the other two hammer mills combined—this firm is the Middle States Milling Co., of Springfield, Missouri.

The Miracle Ace has a cast en bloc heavy rotor and a heavy tee head corrugated hammer which strikes a harder and more crushing blow—consequently it takes less power.



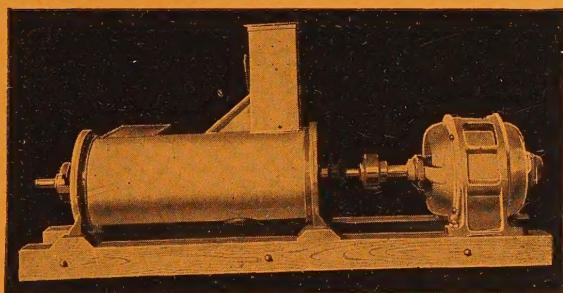
The Miracle Ace

Ask for our new free booklet, "THE MIRACLE ACE." Built in both belt and direct motor drive of convenient sizes.

## The Miracle Cold Molasses Process

This is the only cold molasses process ever invented. It has operated the last two years under the severest weather conditions and has always worked—easier to control, takes less labor. It is the only practical method for the elevator or small feed mill to make sweet feeds.

With this Process installed as a custom mill will enable you to put molasses on your customers' feeds as you grind them.



The Miracle Molasses Agitator

There is  $2\frac{1}{2}$  times the profit in operating a feed mill equipped with the Miracle Molasses Process over a mere feed grinding mill.

The greatest improvement in both custom and commercial feed grinding. You should look into this process at once.

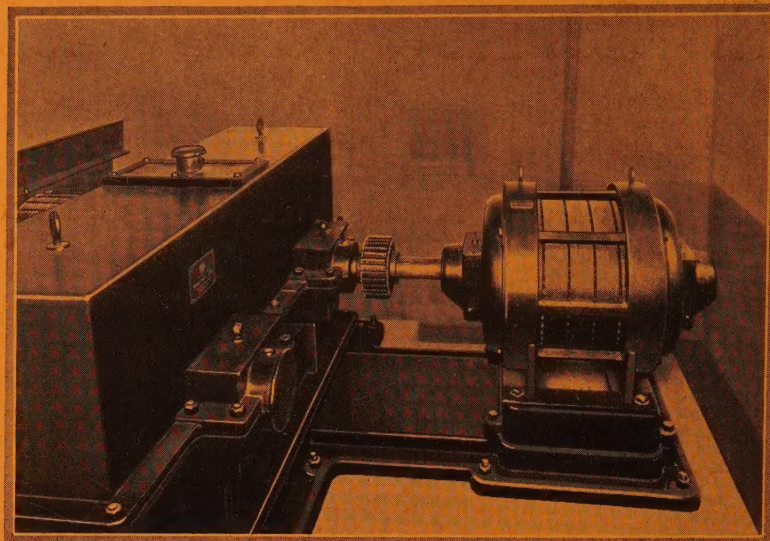
***Sold on Trial***

Write for our booklet "THE MIRACLE  
MOLASSES PROCESS"

**The Anglo-American Mill Company**

300-400 Kennaday Ave.

Owensboro, Ky.



Morse Chain Double Reduction Speed Reducer, a self contained unit, consisting of double reduction Morse Silent Chain Drive enclosed in cast iron housing and equipped with Morse Flexible Coupling. First reduction from motor to countershaft, 725 to 178 r.p.m., 36 inch centers. Second reduction from countershaft to driven unit, 178 to 54 r.p.m., 36 inch centers.

## A double reduction power unit for elevator legs

ATLANTA, GA. .... 702 Candler Bldg.  
Earl F. Scott Co.  
BALTIMORE, MD. .... 1002 Lexington Bldg.  
BIRMINGHAM, ALA. ....  
Moore-Handley Hdwe. Co.  
BOSTON, MASS. .... 141 Milk St.  
BUFFALO, N. Y. .... 442 Ellicott Sq. Bldg.  
CHARLOTTE, N. C. ....  
404 Commercial Bank Bldg.  
CHICAGO, ILL. .... 112 W. Adams St.  
CLEVELAND, OHIO, 421 Engineers Bldg.  
DENVER, COLO. .... 211 Ideal Bldg.  
DETROIT, MICH. .... 7601 Central Ave.  
LOUISVILLE, KY. .... 516 W. Main St.  
E. D. Morton Co.  
MINNEAPOLIS, MINN. .... 413 Third St.  
Strong-Scott Mfg. Co.  
NEW ORLEANS, LA. ....  
Queen & Crescent Bldg., 334 Camp St.  
A. M. Lockett & Co., Ltd.  
NEW YORK, N. Y. .... 50 Church St.  
OMAHA, NEB. .... 923 W. O. W. Bldg.  
D. H. Braymore Eqpt. Co.  
PHILADELPHIA, PA. .... 1612 Vine St.  
PITTSBURGH, PA. .... Westinghouse Bldg.  
SAN FRANCISCO, CALIF. ....  
Monadnock Bldg.  
ST. LOUIS, MO. ....  
2133 Railway Exchange Bldg.  
TORONTO 2, ONT., CAN. ....  
50 Front St., E., Strong-Scott Mfg. Co.  
WINNIPEG, MAN., CAN. ....  
Dufferin St., Strong-Scott Mfg. Co.  
CHATTANOOGA, TENN. .... 1104 Market St.  
James Supply Co.  
GREENVILLE, S. C. .... 35 W. Court St.  
Carolina Supply Co.  
NEWARK, N. J. .... 281 Market St.  
Dodge-Newark Supply Co.

This new Morse Speed Reducer is a compact unit in itself, providing for large speed reductions, such as on grain elevator leg heads. The two Morse Silent Chains are enclosed in the cast iron housing, which is absolutely oil-tight. Changes in the speed reduction are easily accomplished by substituting different pinions.

Consider also the greater flexibility, 98.6% sustained efficiency and long life provided by Morse Silent Chains.

The nearest Morse Transmission Engineer is always ready to serve you.

MORSE CHAIN CO., ITHACA, N. Y.

Ⓔ2882

